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VOL. 86
NO. 1

JANUARY

SEE PAGE

1914

THE

TELEPHONE KEARNY 5934

Coast Review

INSURANCE
PROTECTION

An Insurance Journal and Directory

IN ITS FORTY-THIRD YEAR

San Francisco: Merchants Exchange Building

The Only INSURANCE Journal in the Pacific West

INSURANCE PUBLISHING CO., Publishers

B. Faymonville Elected President of the Fireman's Fund; J. B.
Levison Elected Vice President

San Francisco Life Underwriters' Association; Address of
President Matson

San Francisco Fire Figures

California Fire Figures

Coast Fire Figures

Washington Fire Decision

Some 20 Years Ago Notes

California's Corporation Lieu Tax Law Sustained

Warner and Hunter Are Promoted

Lloyds of London Criticised

Retired Fire Companies

Charges Against a Board Member

Circulating Extensively in all the
States and Territories of the Pacific
West

PRICE 25 CENTS
\$3.00 PER ANNUM

Subscribers in the East, in Europe, in
South America, Japan, China and
Australasia

The Great Fire Insurance Company of the World
ASSETS IN UNITED STATES, - \$13,739,218.97

LIVERPOOL & LONDON & GLOBE LTD.

NEW YORK OFFICE, 80 WILLIAM STREET.
H. W. EATON, Manager
G. W. HOYT, Deputy Manager
J. B. KREMER, Ass't Deputy Manager
T. A. WEED, Agency Superintendent

NEW ENGLAND STATES, NEW YORK, NEW JERSEY, PENNSYLVANIA, MARYLAND, DELAWARE, DISTRICT OF COLUMBIA, VIRGINIA, WEST VIRGINIA, NORTH CAROLINA, SOUTH CAROLINA, OHIO, INDIANA, KENTUCKY, TENNESSEE.

NEW ORLEANS OFFICE, COR. CARONDELET & COMMON STS.
CLARENCE F. LOW, Manager
J. G. PEPPER, Ass't. Mgr
THOS. H. ANDERSON, Deputy Ass't. Mgr

LOUISIANA, MISSISSIPPI, ALABAMA, OKLAHOMA, FLORIDA, ARKANSAS, TEXAS, GEORGIA.

SAN FRANCISCO OFFICE, 444 CALIFORNIA ST.
JOHN W. GUNN, Manager
R. P. FABJ, Ass't Manager

CALIFORNIA, NEVADA, ALASKA, OREGON, WASHINGTON, ARIZONA, IDAHO.

ILLINOIS, MICHIGAN, IOWA, WISCONSIN, MINNESOTA, MISSOURI, KANSAS, NEBRASKA, COLORADO, N. DAKOTA, S. DAKOTA, MONTANA, UTAH, WYOMING, NEW MEXICO.

CHICAGO OFFICE, INSURANCE EXCHANGE.
W. S. WARREN, Manager.
GEO. H. MOORE, Assistant Manager
HUGH R. LOUDON, Deputy Ass't. Mgr

ESTABLISHED 1836 **ENTERED U. S. 184**

The statement of the condition of the United States Branch on the 31st of December, 1912, in accordance with the laws of the State of New York, is as follows:

Assets	\$13,739,218.97
Liabilities	9,723,246.05
Surplus	\$ 4,015,972.92

As an illustration of the Company's practice in maintaining its Assets in the United States in years of excessive loss, the following figures may interest Policyholders:

Year.	Assets at 1st January.	Income.	Expenditure.	Excess of Expenditure
1871	\$3,054,361	\$3,163,901	\$5,122,653	\$1,958,752
1872	3,640,450	3,733,101	4,484,999	751,898
1873	4,165,290			

Thus showing EXCESS OF EXPENDITURE in the two years of \$2,710,650
And INCREASE OF ASSETS in the same time of 1,110,929

PROGRESS OF THE UNITED STATES BRANCH.—Net fire premiums: 1848, \$4,519; 1858, \$471,988; 1868, \$1,739,620; 1878, \$2,422,126; 1888, \$3,928,010; 1898, \$4,979,422; 1908, \$7,427,617; 1909, \$7,839,471; 1910, \$8,001,144.

LOSSES.—The amount paid in satisfaction of Fire Losses in the United States in the course of 65 years exceeds \$131,000,000. This large sum in conjunction with the growth of the Company's business, evinces the confidence of the public and the faithfulness with which the Company's losses are adjusted and settled.

PACIFIC DEPARTMENT ESTABLISHED 1852
In Company's New Building
444 California St., San Francisco

JOHN W. GUNN, Manager
R. P. FABJ, Assistant Manager

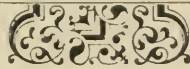
Special Agents:

R. G. BRUSH
W. H. RAYMOND

R. H. ROUNTREE
CHESTER S. MYRICK

HARRISON HOUSEWORTH
F. E. ATKINS

LOGAN B. CHANDLER
GEO. J. JAMES



Conflagration-Proof Insurance




Losses paid to date, - - over \$164,000,000

PACIFIC DEPARTMENT

GERMAN AMERICAN. PHOENIX OF HARTFORD

GERMAN ALLIANCE. PROTECTOR UNDERWRITERS.



EQUITABLE FIRE & MARINE INSURANCE CO.

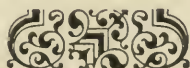
GEO. H. TYSON GENERAL AGENT.
HERBERT FOLGER, ASST. GENL. AGENT

SAN FRANCISCO.

Losses paid in San Francisco, - over \$6,000,000

Total Assets Thirty - Five Millions

Agents Wanted in every City, town or Village



YOUR CARD

as a representative of the "Oldest Life Insurance Company in America" will prove your best introduction

The Mutual Life Insurance Company of New York

Impregnable Strength

Incomparable Dividends

Maximum Benefits

Minimum Net Cost

For terms to producing agents, address

GEORGE T. DEXTER, 2d Vice-President

34 Nassau Street, - - - - - New York, N. Y.

LIFE

The Mutual has a new monthly income policy rate book.

During 1913 seventeen new legal reserve companies began in this promoting country.

The Tacoma Life Association now has Wm. Peterson as president and Harry Pelletier as secretary.

National Life of Vermont has \$58,-947,704 assets. It wrote \$21,918,000 new business last year. Insurance in force, \$188,354,052. All gains.

The Bankers Life's \$100,000 club has nearly 200 agents.

MARINE

The hull loss on the Great Lakes in the November storm is now estimated at \$3,163,000, with \$1,000,000 cargo losses, and \$600,000 damages to strand-

ed vessels—a total of nearly \$4,783,000. About 250 lives were lost.

Marine—New Grace str Santa Cecilia from New York to Tacoma at Talcahuano with cargo on fire.

GENERAL

Los Angeles papers have annexed Nevada.

Business failures are increasing. And so also is the moral hazard.

The Southern Surety has gobbled the Missouri Fidelity & Casualty. The Southern recently reduced its capital.

G. A. Smith of the New York has been transferred from San Francisco to Chicago.

The New York supreme court has ruled that there still is such a thing as contributory negligence by an employee.

INCORPORATED 1861

The California Insurance Company

Cash Capital, \$400,000 00

Net Surplus, 295,338 00

Total Assets, 1,278,845 00

OFFICERS

W. E. DEAN, President
GEO. W. BROOKS, Secretary
J. W. WARNER, Assistant Secretary

E. W. McCARTHY, Vice-President
GEO. L. PAYNE, Treasurer

**HOME OFFICE: Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.**

Special Agents and Adjusters

A. N. LINDSAY, Seattle LEIGH H. ROBINS, Los Angeles B. A. SIFFORD, Portland

**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."**

Western Department, Chicago, HENRY J. WOESSNER, Gen'l Agt.

Eastern Department, Philadelphia, FRANK C. STURTEVANT, Manager.

Middle East Department, Pittsburg, LOGUE BROS. & CO., Gen'l Agts.



LTD.

OF LIVERPOOL, ENGLAND.

INCORPORATED 1861

**Pacific Department, - 332 Pine Street
SAN FRANCISCO, CAL.**

SAM B. STOY, Manager

**THE LONDON & LANCASHIRE IS A STAUNCH SUPPORTER OF THE AGENCY SYSTEM
AND DOES NOT WRITE OVER THE HEADS OF ITS REPRESENTATIVES**

Pacific Coast Casualty Company

OF CALIFORNIA

EMPLOYERS' LIABILITY—TEAMS—
GENERAL LIABILITY—WORKMEN'S
COLLECTIVE—VESSELS—ELEVAT-
OR—AUTOMOBILE—PERSONAL AC-
CIDENT—BURGLARY and PLATE
GLASS INSURANCE—FIDELITY and
SURETY BONDS. ∴ ∴ ∴

T. L. MILLER, President

HOME OFFICE:
Merchants Exchange Building
SAN FRANCISCO

LIABILITY

A New Jersey man had his face accidentally disfigured while at work. He sued for damages under the employers' liability act but was defeated. The court said that as he was not incapacitated there was no liability.

California's new liability law excludes farm and household employees, and releases employers from liability if the accident is a result of intoxication or willful misconduct.

GENERAL

The Santa Fe R. R. shipments have recently fallen of 10 percent.

New York is to have a 51-stories cloud-toucher 894½ feet high.

One G. Clark has been "doing first" the innocent Arizonians who have easy money.

Bankers Life Company

Des Moines, Iowa

ERNEST E. CLARK, President

Organized 1879

Exceptional Record During Thirty-three Years for

Low Rate of Mortality

Economy of Management

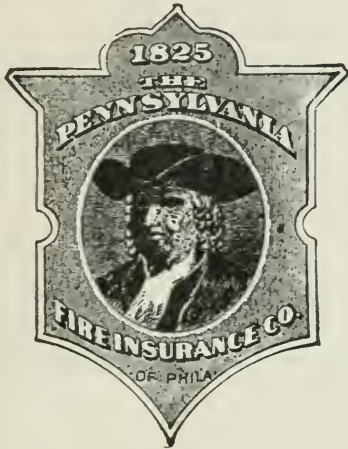
Prompt Payment of Claims

ADMITTED ASSETS, OVER - - . \$19,500,000

L. B. COLLINS, Gen'l Agent, - SAN FRANCISCO

Temporary Office, 206 Westbank Bldg.

A. C. STILSON, Manager, (233 H. W. Hellman Building) LOS ANGELES, Cal.



The Pennsylvania

*Fire Insurance Company
of Philadelphia*

Assets Jan. 1, 1913, \$7,855,611.29

Surplus to Policyholders

Jan. 1, 1913, 3,082,697.30

One of the Oldest and Strongest Fire Insurance Offices
in the United States

Pacific Coast Department:

201 Sansome Street, SAN FRANCISCO

RUSSELL W. OSBORN, Manager

S. P. MESICK, Superintendent of Agencies

**SPECIAL AGENTS: A. C. McConnell F. J. Agnew C. V. McCarthy
F. A. Lathrop**

FIRE

How foolish! The Kansas rating inquiry court order demands reports of salaries of officers and employees everywhere; of reductions of salaries of officers; of names of loss claimants in the state and claims paid them for three years; of the part of the capital used in Kansas; of any economies made. These questions are resisted as not germane to the inquiry.

Hard luck indeed! In Joplin, Mo., center of the lead country, a new National Fire was being organized. As much as \$30,000 was gathered in from the optimists and deposited in a bank—a "trust" bank. This was too much—and the bank promptly and finally failed. The fire company, which was to have taken over the Franklin of Washington, was then abandoned by its poor but honest parents. What a cold world it is!

The Metropolitan Life Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

Continental Insurance Company

OF NEW YORK

80 MAIDEN LANE

A wise agent makes his strongest company
his leader. That company is certain to
be the Continental = = = = =

HENRY EVANS, President

Pacific Coast Representatives:

A. G. NASON & CO., San Francisco

F. P. WILSON, San Francisco

G. L. McINTIRE, Los Angeles

W. A. WILLIAMS, Portland

G. L. A. LAUER, Seattle

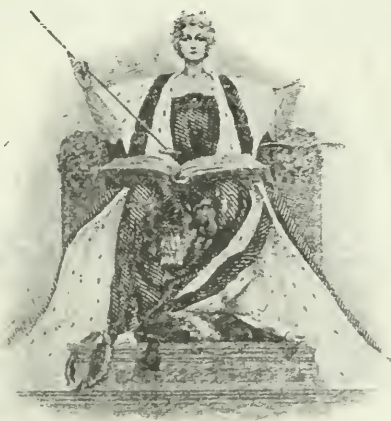
J. A. CARLSON, Spokane, Wash.

J. C. WICKLER, Sacramento

Law Union and Rock

Insurance Company, Ltd.,

OF LONDON



Funds Exceed - - \$ 47,897,465

Annual Income Exceeds 6,500,000

Claims Paid Over - - 130,000,000

PACIFIC COAST DEPARTMENT

HARRY H. SMITH, Manager

433 California Street

SAN FRANCISCO, CALIF.

EDWARD M. BRODENSTEIN, Branch Secretar J. P. CARROLL, Superintendent of Agencies

SPECIAL AGENTS: F. A. STAHL, Northern California and Nevada. San Francisco; NOAH L. NELSON, Northern California, San Francisco; F. F. RICHARDS, Southern California and Arizona Los Angeles; R. D. EMERY, Oregon and Western Washington, Portland; NYE KERN, Eastern Washington, Idaho and Montana, Spokane.

APPLICATIONS FOR AGENCIES INVITED

☐ THE COAST REVIEW ☐

1871 — 1913

INSURANCE

SAN FRANCISCO

Sample copies sent to anybody and any address except in San Francisco.

Send us 2 cents for some articles on mutual fire insurance.

The publisher does not believe in free advertising.

Unless otherwise ordered, we do not stop subscription immediately on expiration.

Subscribe now and get December free.

Letters for publication are always welcome.

PUBLISHER'S NOTICE

Subscriptions may begin with any number.

Unless otherwise ordered the subscription begins with the month in which the order is received.

By request of many subscribers, subscriptions are discontinued only on notice.

Gentlemen never "refuse to receive" a paper or magazine coming to them. Gentlemen notify the Publisher of discontinuance of subscription—the second time if needs be.

Address should include box number or street and number.

Notice of former address should accompany notice of new address.

Our Advertising Rates are Reason-

able. Every agent receives the Coast Review regularly or occasionally. The cost of advertising is much less than the cost of circularizing the agents and other readers.

We want agents. Commissions paid. Sample copies sent.

Very young agents can, for an easy service, receive the monthly edition of the Coast Review without cost.

Readers are requested to send the Publisher press clippings, news items, prospectuses.

Correspondence is solicited.

When Diaz was president of Mexico and there was no cloud of revolution on the horizon this journal asked, After Diaz, what? and then said the government securities would prove to be poor investments for life and other companies. The provisional president has now suspended interest payments on the national bonds.

The arable lands of Egypt have an area little more than half the area of Los Angeles county, Cal.

New York City's population is now estimated at 5,376,966. But wait till you hear from ——— city.

One of the most interesting of the numerous engineering novelties that will be included in the equipment of the Panama-Pacific International Exposition in 1915 will be the new nitrogen-filled electric lamp, developed by Dr. Irving Langmuir of the research laboratory of the General Electric Company at Schenectady, New York. This lamp will be used for the first time in general useful practice, in the standard lighting in all the small courts of the Exposition, and throughout the court of the Sun and Stars, including the fountains in that great Central court. The lamps will vary in candle power between 1505 and 2500 and there may be a few as high as 5000 candle power.

"THE LEADING FIRE INSURANCE COMPANY OF AMERICA."

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$8,238,392.50

Surplus as to
Policyholders
\$13,238,392.50



Cash Assets Now
\$23,051,531.36

Losses Paid
in

94 Years

\$132,981,553.48

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

W. H. BREEDING, General Agent

E. S. LIVINGSTON, Asst. General Agent

**Main Office, 301 California Street
SAN FRANCISCO**

SPECIAL AGENTS AND ADJUSTERS

J. A. MURPHY, General Adjuster

G. A. R. HEUER, H. E. O'BRIEN, G. E. TOWNSEND, H. F. MILLS, G. S. MARINER, A. R. MUIR, FRED H. ROADS

This Company has absolutely no connection with any other corporation
bearing the name of AETNA.

MARINE AND AUTOMOBILE DEPARTMENTS

E. S. LIVINGSTON, Marine Superintendent

325 CALIFORNIA STREET

HARTFORD FIRE

Insurance Company

Chartered 1810



Assets, January 1, 1913, \$26 492.318 21

Surplus to Policyholders, 10,513,692 22

Losses Paid. Over . . 158,607.806 00

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

430 California Street, SAN FRANCISCO

Special Agents and Adjusters

J. J. DENNIS

P. H. GRIFFITH

WILLIAM S. DENNIS

NEIL STEWART

C. E. MILLER

M. E. SPAULDING

J. HENRY WOLBOLD

GEO. E. DEVINE

R. E. DOLLARD

L. H. EARLE

JANUARY, 1914

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 43d Year

Foreign, \$3.50

Office 1103 Merchants Exchange

Volume 86

San Francisco, California, U. S. A.

Number One

Entered at San Francisco Postoffice as second-class mail matter

At least, the Cubists are on the square.

‡‡

Workingman, gentleman, fine man—
Weinmann.

‡‡

The right man at the tiller—Miller.

‡‡

The young man who is not thorough
will some day be thorough-ly unhappy.

‡‡

The man who boasts he has no illusions
is a liar.

‡‡

If you are lucky, you will be an old
man yourself some day. Meantime,
carry a fat endowment policy in your
safe - deposit box. A maturing policy
makes the heart young.

‡‡

Counter men should acquire a stereo-
typed smile and always be free from
bile.

‡‡

Does a Titewad make a good insurance
president?

‡‡

The most foolish thing in the world is
a quarrel between two old men.

‡‡

No prosperous business man is ever
fully insured. A big fire always means
a loss to him.

‡‡

If there were more woes there would
be fewer strikes. A strike is a war.

The Romans were the greatest bridge
builders in the world. This may be the
reason the Roman nose has such a large
bridge.

‡‡

Being told that for his Napa ranch
well he must wall with stones that do
not gather moss our farmer is looking
for rolling stones.

‡‡

California is probably now the 9th
state in population. It will some day
have a population of 10,000,000, with
other Coast states proportionally popu-
lous.

‡‡

Undeterred by two busted Shawnees,
another is being started in Ohio. It is
to be run on aboriginal lines.

‡‡

The only thing not yet insured is a
wedding.

‡‡

“Securities” is now a misnomer, for
there is no security. Quotations gener-
ally are like the rain on this Coast—still
falling.

‡‡

Business failures are increasing. Not
even Lloyds will insure against them.

‡‡

The leading life insurance company of
the world is the Mutual Life of New York.

‡‡

Don't all speak at once. What com-
pany will insure radium?

Insurance in State and Federal Courts

OUR BEST DIGEST OF RECENT DECISIONS

Fire Insurance in Court

Washington—*Johns v. Arizona Fire Ins. Co.*
et al, 136 Pac. Rep., 120

Declarations of Third Person

Where, in an action against the former secretary and general manager of an insolvent insurance company to recover an alleged secret profit, alleged to have been received and fraudently retained by him in reinsuring the company's unexpired policies in another company, he admitted that he was to receive 10 percent of the unearned premiums, and such fact was never disclosed to the officers of his company, declarations of the secretary and general manager of the reinsuring company with reference to the contract were admissible as bearing on the nature of the transaction, though in the absence of the secretary of the company whose risks were reinsured.

Acts of Officer—Secret Profit—Recovery

Where the secretary and general manager of an insurance company in financial straits obtained a contract with another company, reinsuring his company's risks, prior to a receivership, and in so doing occupied a position of trust and confidence, and the reinsuring company, with knowledge of the facts, paid him a secret commission for obtaining the contract for which he did not account, both he and the reinsuring company were liable therefor to the receiver of the company whose risks were reinsured.

The plaintiff, as receiver of the Pioneer Fire Insurance Company, a Washington corporation, brought this action against the defendants Arizona Fire Insurance Company, an Arizona corporation licensed to do business in the state of Washington, and the defendants J. H. Bridgeford and wife for an accounting, claiming a balance of a discount as due to the Pioneer company on a contract whereby the Arizona company agreed to reinsure the outstanding risks of the Pioneer company, which balance, it is

alleged, was secretly paid by the Arizona company as a commission to the defendant J. H. Bridgeford, who was at the time secretary and general manager of the Pioneer company and its authorized agent in negotiating the contract of reinsurance. The balance claimed was \$3,307.13 less an unpaid balance of \$1,310.66 of the unearned premiums agreed to be paid to the Arizona company in consideration of the reinsurance.

The answer of the Arizona company denied the allegations of the complaint, and set up a counterclaim for the \$1,310.66, with interest, praying that it be established as a preferred claim against the assets of the Pioneer Co., and, in the alternative, that the Arizona Co. be allowed to deduct all losses paid by it on the reinsurance risks, and surrender to the plaintiff the remainder of the unearned premiums, and rescind the contract of reinsurance.

The answer of the defendants Bridgeford and wife was to the effect that the Arizona company agreed to reinsure the outstanding risks of the Pioneer company for 85 percent of the unearned premiums, allowing a discount to the Pioneer company on the unpaid premiums of 15 percent, and that, by an independent agreement between Bridgeford and the Arizona company, which was one of the moving considerations to the Arizona company for entering into the contract of reinsurance, it was agreed that Bridgeford, as general agent of the Arizona company, should devote his time and incur considerable expense in establishing agencies and preserving the business so reinsured for the Arizona company, and that the money received by him from the Arizona company was not more than sufficient to meet this purpose.

The court found, in effect, that Bridgeford, in violation of his duties to the Pioneer company as its secretary and general manager, and as its agent especially authorized to procure the reinsurance, in fraud of the

Pioneer company, solicited the Arizona company to pay him 10 percent as a secret commission for negotiating the reinsurance, and to allow the Pioneer company only 15 percent discount of the aggregate unearned premiums on policies reinsured, and that the Arizona company, with full knowledge of Bridgeford's relations to the Pioneer company, agreed to Bridgeford's request to pay him the 10 percent, and that the amount so agreed to be paid was \$3,307.13. The court further found that the Arizona company had offered and was willing to pay for the reinsurance a discount of 25 percent on the unearned premium, and that, by reason of the secret agreement between Bridgeford and the Arizona company, the Pioneer company was defrauded and deprived of the sum of \$3,307.13.

The court also found that the officers, trustees, and stockholders of the Pioneer company had no notice or knowledge of the secret agreement until after Bridgeford, as receiver, had paid to the Arizona company \$600 cash in addition to the delivery of the bonds, and then made demand upon both Bridgeford and the Arizona company for an accounting, which was refused; that immediately on learning of the secret agreement, and before the 10 percent had been paid to Bridgeford, and in order to prevent the rescission of the reinsurance contract which was threatened by the Arizona company, the plaintiff offered to the Arizona company the sum of \$1,310.66, the balance due under the terms of the written contract, provided that company would agree not to pay Bridgeford the disputed 10 percent until it could be legally determined to whom that sum rightfully belonged, which offer was refused by the Arizona company.

On these and other findings, the court made conclusions of law that the plaintiff was entitled to judgement against the Arizona company and against J. H. Bridgeford and the community composed of Bridgeford and wife in the sum of \$3,307.13, with interest from March 17, 1911, less a credit in favor of the Arizona company of \$1,310.66; that the contract of reinsurance should remain in full force and effect; and that the affirmative defenses of the Arizona company

should be dismissed upon the merits. Judgment went accordingly, from which the defendants appealed. Affirmed.

Missouri—Globe & Rutgers Fire Ins. Co. v.

Chicago & A. R. Co., 160 S. W. R., 907

Action by Company—Measure of Damages

Since a railroad company was not a party or privy to a contract of insurance taken out by the owner of property along the right of way, its liability to the owner or the insurance company, when subrogated to his right, would not be affected by such contract, and hence the measure of the railroad company's liability to the subrogated insurance company was the actual value of the property destroyed at the time of the fire, and not its insured value.

Actions—Admission of Evidence—Value of Property

In an action by a company, subrogated to the owner's rights, against a railroad company for damages for the destruction of adjacent property by fire from an engine, evidence was admissible, on the question of the value of the houses destroyed, as to what the owner had sold similar houses for.

Argument—Conformity to Evidence

Where, in an action by a company, subrogated to the owner's rights, against a railroad company for the destruction of the insured property by fire, the insurance company claimed that the houses were insured at their reasonable value, while the railroad's evidence showed that they were insured at seven times their real value, argument of defendant's counsel "that there was a nigger in the woodpile," explained by stating that in view of the gross overinsurance and the prompt settlement of the loss by the insurance company, there must have been some close relationship between the officers of the insurance company and the owner of the property, was justified, though the issue of fraudulent overinsurance was not raised.

Texas — Delaware Ins. Co. v. Wallace, 160

S. W. R., 1130

Change of Location of Property

When insured property is removed from the location specified in the policy, without

the knowledge or consent of the insurer, the insured cannot ordinarily recover; but there may be a waiver of the provision, limiting the liability to such location, or the insurer may be estopped to set it up.

Evidence — Admissibility—Telephonic Conversation

Where the defense was that the goods had been removed from the location specified in the policy and the insured claimed that the insurer's agent agreed to change the policy to cover the new location, evidence of a telephonic request upon the agents of the insurer to change the location specified in the policy, and their agreement to do so, is admissible where the facts and circumstances were sufficient to warrant a finding that the communication was in fact between insured and the agents of insurer.

Defense

The insured, upon showing that the insurer's agent agreed to his request to change the policy so as to cover the place where the loss occurred, is entitled to recover, even though no change had actually been made on the policy, and though the policy provided that none of its provisions could be waived unless in writing upon or attached to the policy.

Construction — Furniture Acquired Subsequently Is Covered

A policy upon household and kitchen furniture which was to run for three years includes furniture acquired subsequent to the issuance of the policy.

Arkansas—Home Fire Ins. Co. v. Wilson et al, 159 S. W. R., 1113

Direction of Verdict — Effect of Motions by Both Parties

Where each of the parties requests a peremptory instruction in his favor, and requests no other instruction, they in effect agree that the issue should be decided by the court, and the court's finding has the same effect as the verdict of a jury.

Vacancy of Premises

The promise of the local agent of the insurer to keep the property insured was not a waiver of the provision regarding nonliability after vacancy for ten days, nor did it

estop the insurer to deny that a vacancy permit had been issued, though the agent knew when the premises became vacant and had authority to issue such a permit, subject to approval by the insurer.

Waiver of Provisions of Policy

Mere knowledge of the insurer's agent that the property is vacant, and has been for a longer period than that permitted by the policy, is not a waiver of that provision of the policy, though no attempt is made to cancel it on that account.

Knowledge of Facts by Agent

While evidence may not be received to explain or vary the terms of a written insurance policy, its provisions are waived if the agent issues a policy with knowledge that the premises are vacant, or of the existence of other conditions contracted against by the terms of the policy.

Waiver—Neglect of Insurer's Agent

Where an insured advises the insurer's agent of a condition which would work a forfeiture if not waived, yet one which could and would be waived upon the doing of some act by the agent, which the insured assumes in reliance upon the agent's promises has been or will be done, the neglect of the agent to do the act does not invalidate the policy.

Executory Agreement To Waive

An oral executory agreement of the insurer's agent to waive future breaches of the conditions of the policy, if any should occur, is not enforceable, for such an agreement is not a waiver of the effect of an existing condition, but constitutes an amendment of the written contract of insurance.

Failure To Return Unearned Premium

Where a policy is issued and premium paid, and afterwards provisions of policy are violated so as to relieve insurer from liability, the insurer does not waive the breach by merely failing to return the unearned premium before suit is brought on the policy, nor is it estopped from setting up the breach.

Rhea was a local agent with authority to issue and countersign policies of insurance

and to collect premiums, and had the right to issue vacancy permits which become effective when reported to and ratified by the company. But his issuance of a permit was subject to the company's approval, and, if this approval was not given, the permit was annulled.

Federal—Curnen v. Law Union & Rock Ins. Co., 144 N. Y. Sup., 499

Construction of Contract—Description of Location by Brokers

That through the inadvertence of the insured's brokers a policy on the contents of a building described it as situated at the northeast, instead of the northwest corner of the intersection of certain streets, did not avoid the insurance, where there was no other building on either of the four corners.

It is a rule of construction that, where there is an inaccuracy in the description of the premises in a policy, the erroneous part of the description may be rejected without affecting the policy, if enough remains to identify the premises intended.

Evidence held to show that the insurer was not harmed by an inadvertent description by the insured's brokers of the dwelling containing the insured property as located on the northeast, instead of the northwest, corner of certain streets.

Proof of Loss—Implied Waiver by Adjuster

The provision requiring proof of loss within 60 days was waived by the adjuster accepting a schedule of the insured property and requesting the holding in abeyance of the question of liability, which was not denied until more than 60 days after the loss, and by the retention of proof of loss furnished after the expiration of 60 days.

New Jersey—Fritz v. Pennsylvania Fire Ins. Co., 88 At. Rep., 1065

What Constitutes Notice of Cancellation

Notice of the cancellation of a policy enclosed in a postpaid registered envelope, addressed to the insured, and received but unopened by him, bearing upon its face the card of an insurance company other than the one in which the insured held a policy, al-

though having upon it the name of the same agents as those of the company in which he was insured, was not, in and of itself, notice of cancellation.

Assuming, without conceding, that if the envelope had contained the card of the company in which he was insured, the addressee, upon its receipt, would have been put upon inquiry, so that he would have refrained from opening the envelope only at the peril of being charged with knowledge of its contents, nevertheless, as it appeared upon its face to be a communication from a concern with which he had no business, he was not obliged to open it, and, in the absence of actual knowledge of its contents, was not bound by the notice which it contained.

Massachusetts—Vera et al. v. Mercantile F. & M. Ins. Co., 103 N. E. Rep., 292

Waiver of Arbitration

The standard policy prescribed by Rev. Law, c. 118, § 60, provides that in case of a failure of the parties to agree the amount of loss shall be determined by referees, and unless such reference be waived it shall be a condition precedent to an action on the policy. The statute further declares that in case of loss, and the failure of the parties to agree as to the amount, the insurance company shall, within 10 days after written request, appoint referees for arbitration. Held that, upon failure of the parties to agree as to the loss, the neglect of the insurer to appoint referees, after receiving the insured's letter stating that he was ready to proceed under the provisions of the policy, did not establish a waiver of the right to reference.

Mutual Fire Insurance in Court

South Carolina—Wetmore v. McElroy, 80 S. E. Rep. 266

Member Not Liable

In an action by the receiver of an insolvent assessment fire company to recover assessments from an alleged member, held, that the member who paid three times the regular premium on condition that he would be guaranteed from assessments was not liable.

Automobile Insurance in Court*Mississippi*—Underwriters at Lloyd's Ins.

Co. vs. Vicksburg Traction Co., 63 S. Rep., 454

Judgment—Conclusiveness—Splitting Cause of Action

Plaintiff insured an automobile against injury under a policy providing for subrogation. It was struck by defendant's street car, and not only was the motor damaged, but the owner suffered personal injuries. Plaintiff discharged its liability under the policy and received an assignment of the owner's rights for damage to the car. Thereafter the owner recovered against defendant for his personal injuries. Held, that the recovery of that judgment was not an adjudication precluding a subsequent recovery by plaintiff under its assignment, for, owing to the provisions of the policy providing for subrogation, two causes of action arose upon the accident, and there was no splitting of causes which would render a recovery on one a bar to the other.

Employers' Liability Insurance in Court*Federal*—John B. Stevens & Co. v. Frankfort Marine, Accident & Plate Glass Ins. Co., 207 Fed. Rep. 757**Notice—Duty to Give—Time**

An employer's liability policy provided that on the occurrence of an accident, whether any claim was made in respect thereof or not, the insured should immediately, and at the latest within ten days, or within the time fixed for giving notice of accidents under liability insurance policies by any special law of the state in which the policy is issued, give notice in writing of such accident to the insurer, etc. Held, that the word "immediately," as so used, did not mean instantly, and did not require the insured to give notice before assured itself had knowledge of the accident by which the employee in question was injured.

Defense of Action—Costs and Attorney's Fees on Appeal

Where an employer's liability policy bound the insurer to defend an action against assured for injuries to a servant, re-

gardless of the insufficiency of the notice of injury, for which the insurer denied liability under the policy and refused to defend, the assured was not only entitled to recover costs and attorney's fees paid in defense of the action in the superior court, but was also entitled to recover costs and attorney's fees expended on appeal of the case to the supreme court.

We are of the opinion that the court below was in error in holding that the policy in suit required the assured to give notice of the injury to its employees, regardless of its own knowledge or information upon the subject, and in holding that the assured was not entitled to its cost and attorney's fee expended on the appeal of the Merrill case, as well as to its costs and attorney's fee paid in defense of that action in the superior court of the state of Washington.

The judgment is reversed, and cause remanded for a new trial.

Life Insurance in Court*Federal*—Gorman v. Metropolitan Life Ins.

Co., 143 N. Y. Sup., 1063

Action on Policy—Issues and Proof

Where, in an action on a policy, the complaint made the entire policy a part thereof by reference, alleging that plaintiff had performed all the conditions and obligations required by the contract, the application for which contained a warranty that the declarations made to the medical examiner were correct and wholly true, and it was admitted that the insured at the time of the application had been under treatment for epilepsy, and a year after the policy was issued was adjudged a lunatic, and shortly thereafter died, plaintiff was not entitled to prove under the pleadings that she and insured did not answer any of the questions involving the health and mental condition of the latter, and that such noninsurability was known to defendant's agents who procured the policy.

Health of Applicant—Noninsurability

Since notice to an agent is not notice to the principal, unless the agent's knowledge is acquired in connection with his acts as

agent, notice to a soliciting agent of a life company of the physical condition of an applicant, which was such that the contract could not have been consummated without operating as a fraud on the insurer, was not notice to it; all inquiries concerning the applicant's physical condition being within the exclusive jurisdiction of the medical examiner.

Kentucky—New York Life Ins. Co. v. Conner, 160 S. W. R., 491

Waiver of Forfeiture — Failure to Cancel Policy

A policy provided that, upon default of the payment of a premium or interest on any debt, the policy should automatically continue as term insurance for one month and then automatically become paid-up insurance for a specified amount. The company made a loan to the insured receiving the policy as collateral security, and the insured defaulted in the payment of the next premium. The note and policy were retained by the company, and no notice was sent to the insured, and no indorsement made upon the policy until one month after the death of the insured and six months after default, when the default was indorsed on the policy and it was mailed to the insured; the company being ignorant of his death. Held, that neither the failure of the company to take action prior to the death of the insured, nor the subsequent indorsement upon the policy, constituted a waiver by the company of the provisions of the policy, and it was liable only for the excess of the paid-up insurance over the amount of the loan.

Demand for Payment

A provision of a policy for forfeiture for nonpayment of a premium note may be waived by the company's retention of the note and making an unconditional demand for the payment thereof.

Missouri—Buchholz v. Metropolitan Life Ins. Co., 160 S. W. R. 573

Persons Entitled to Allege Error

In an action on a policy, where the instructions directed a verdict for the insurer in case the insured in his application falsely

represented that he was not subject to diseases of the heart or kidneys, it is immaterial to the insurer whether insured's statements were warranties or representations.

Verdict

A verdict which is the result of passion or prejudice will not be sustained on appeal.

Minnesota — Johnson v. National Life Ins. Co., 144 N. W. R. 218

Policy—Fraud—Materiality

In an action on a policy, it is held, construing Laws 1907:

(a) That a material misrepresentation, made with intent to deceive and defraud, avoids the policy.

(b) That a material misrepresentation, not made with intent to deceive and defraud, does not avoid the policy, unless the matter misrepresented increases the risk of loss; and if it does increase the risk of loss, the policy is avoided, regardless of the intent with which it was made.

(c) That an immaterial misrepresentation, though made with intent to deceive and defraud, does not avoid the policy.

Misrepresentations — Questions of Law and Fact

Whether a misrepresentation is material, and whether it increases the risk of loss, and whether it was made with intent to deceive and defraud, are usually questions of fact for the jury, with the burden of proof upon the insurer; but they may be for the court.

Question for Court

The record concedes that the insured made an untrue statement in his application which might have been found fraudulently made and material. The court left the question whether he did to the jury. This was error.

Evidence of Physician

The defense was misrepresentations made by the insured in his application, it was error to admit in evidence the testimony of a physician as to the condition of insured four years prior to the application.

Why Gaby?

LOOKING BACKWARD

Twenty Years Ago

The Coast Review contained a seven column article showing up the Mutual Fire Ins. Co. of New York. A. Bretz represented this mutual and the Broadway in Oakland. This journal also denounced the Broadway. Both companies have gone out of existence. The State of Salem was also denounced.

Rates at Fresno, Cal., were advanced 50 percent and the $\frac{3}{4}$ ths loss clause was added, by the Pacific Insurance Union.

The New Hampshire reinsured its California business in the Aachen & Munich and its outside business in the Prussian National and retired from the Coast.

The firm of Lavery & Stovel was formed.

The Washington Farmers of Spokane was found to be rotten.

Liebes Bros., San Francisco tobacconists, were sued for the recovery of \$59,500 insurance paid.

E. S. Van Slyke, general agent of the Mutual Fire, answered the Coast Review's broadside with a 16-page pamphlet.

The failure of the People's caused the stockholders of the old California to go down into their pockets to pay the reinsurance cost of New England business reinsured in the New Hampshire company.

Insurance Age said: "Curiously enough, the surplus of a wildeat increases in direct ratio to its liability."

The New York Underwriters Agency passed into the possession of the Hartford Fire.

D. Munro, a Los Angeles local, committed suicide.

The Buyer & Reich and the Merced Woolen Mills claims were denounced as "unconscionably excessive" in "these days of business failures."

At a meeting of San Francisco fire underwriters, strong resolutions were passed. They set forth the need of complete investigations of all fires and of the books and papers of loss claimants.

There were four "whereases" and three "resolutions," inspired by a mercantile boycott of the companies which refused to pay the extravagant demands of the insolvent and burned out Buyer & Reich firm. When their store was closed the fire had gained such a start in the upper stories that in five minutes thereafter huge volumes of smoke poured out the windows. Their creditors and sympathizers systematically boycotted the underwriters who insisted on delay, investigation and litigation if necessary.

Forty-one agencies signed the resolutions of dignified protest. The first resolution was:

That we view with concern the tendency to use the columns of the daily press for the purpose of manufacturing a popular prejudice against investigation by underwriters before payment by underwriters.

The second:

That we recognize the necessity for a full investigation into the circumstances and conditions surrounding claims for fire loss as the only means of protecting underwriters against fraud and the honest insurer against consequent excessive rates.

The third in part:

That we protest against any boycott of companies who maintain their legitimate right to fully investigate the validity and justness of such claims, and that we will decline to substitute our policy for another which has been or is to be canceled with the object of coercing a fellow-underwriter into abandoning an investigation into any loss.

Five offices refused to sign. H. W. Syz said "will sign after January 3." Gutte & Frank would sign if the P. I. U. \$1,000 penalty were imposed. Wm. J. Landers and Franz Jacoby refused to sign. J. N. Reynolds of the Westchester would sign "when Landers and Jacoby sign."

Of the 46 signers and non-signers, thirty-eight are dead or have retired from managerial positions.

The panic of 1893 was at an end. Some 300 American banks failed.

The Hartford Fire presented its centennial statement. The company issued in February, 1794, a policy for £800. The Hartford Fire was then operated on the Lloyd's plan, by individual subscriptions on each risk. In 1810 a perpetual charter was procured from the legislature, and the company began business on the stock plan, with a subscribed capital of \$150,000, 16 percent paid. In December, 1910, Johnathan Trumbull was authorized to accept proposals for insurance. This was the agency beginning. In 1835 all the cash assets were wiped out by a fire in New York. The stockholders announced they would pay all losses at once.

Frank W. Young opened an office as independent adjuster in Denver.

Insurance Commissioner Wilson of California was sued by the state for \$2,988 of the state's funds which he deposited with the defunct Pacific Bank of San Francisco.

The Coast Review invited visitors to the Midwinter Fair to make headquarters in its offices, and the editor promised to comb his hair every day. But alas he can't do it now.

The largest Coast insurance losses in 1893 were: San Francisco, \$80,000; Susanville, Cal., \$77,000; Fresno, \$70,000; Oakland, \$63,000.

In 1893 the Denver and the Home (Seattle) reinsured, and the State Investment and the Washington Farmers (Seattle) failed.

The Coast Review accepted claims against the stockholders of the defunct State Investment and placed them in the hands of an attorney. The latter investigated and found that nothing could be collected. The company had been writing business after all its assets had been paid in dividends and for losses. The later losses were never paid and the stockholders were judgment-proof.

There was an insurance parliament, under federal management, at the World's Columbian Exposition. The federal government undertook the printing of the papers.

F. K. Shattuck, W. H. Jordan, A. W. Bishop and N. Rosenberg, of the defunct Life & Annuity Association, formerly Oak-

land Endowment, were charged by a certificate holder with "getting away with" \$450,000 of the association's money.

The big Mendocino ocean log raft went to pieces in a heavy gale, while being towed down coast to San Francisco. It contained 3515 75-ft. long logs and was 625 feet long.

H. Haskell of Detroit became Los Angeles manager for the Mutual Life, succeeding A. D. Thomas, deceased.

The Mutual Indemnity Co. started in San Francisco by L. M. McKenney. Coast Review at once ordered its epitaph.

In 1893 the Preferred Accident Ins. Co. of New York was organized.

The several libel suits against the Coast Review, the publisher and the editor, amounting to \$200,000 claimed damages, brought by the Mutual Benefit Life Association of New York, were dismissed by request of the plaintiff, which paid all attorney fees. The editor was arrested after business hours and remained in the tanks from 4 p. m. to 9 p. m. until the required bonds could be filed. Just as the bondsmen came in, having found the judge to accept the bonds, the editor walked out, Printer Geo. Spaulding having brought in the necessary \$400 gold coin for bail. In the criminal suits Judge Rix at once decided for the defendants. Thus we saved our \$200,000, and recently spent it for eggs for the family breakfast.

The American Casualty & Security Co. of Baltimore—the Big Injun—failed. Beecher, Schenck & Co. were managers.

E. Duncan Sniffen sued the New York Life at St. Paul for \$236,510 alleged due the lightning solicitor under a "violated contract."

The Coast Review published "What Life Insurance Does," which the New York Life is now publishing but credits to an English paper.

Particulars of the John W. Hillmon of Kansas case printed, the "missing" man having been "found" in Idaho.

The Coast Review twenty years ago published more against MISREPRESENTING assessment insurance than all other insurance nsurance journals combined.

SEVERAL and SUNDRY

Acknowledged

Standard Insurance Directory of New England, by Standard Publishing Co., Boston. Price, \$2.00 only, and worth more. Valuable 1075 pages. Town's population, fire departments, agents, brokers, companies. An annual like this is needed for the Pacific Coast.

Cyclopedia of Insurance

The fire insurance edition of Hayden's Cyclopedia of Insurance, 1911-1912, has just been received. Publishers, Insurance Journal Company, Hartford. Contains 403 perfect pages. This annual should interest field men and prominent locals and brokers as well as managers. Contains what you want to know about companies, managers, persons, boards, exchanges, patrols, legislation, laws, associations, societies, coinsurance, insurance departments and officials, and state policy forms.

Plate Glass Decision

A policy covering breakage of glass in a building covered loss by breakage by the wrongful act of a third person.

Generally a recovery by insured from a third person, causing a loss of the property insured, releases the insurer from liability.

Where insurer indemnifies insured, with full knowledge of an antecedent settlement between him and a third person causing the injury, the insurer cannot recover of the insured under the subrogation clause of the contract.—Weaver v. New Jersey Fidelity & Plate Glass Ins. Co., 136 P. 1180.

Insurance Against Mumps

There was quite a rush among London underwriters recently (according to an English paper) to insure themselves against the risk of loss consequent on catching mumps, since a number of cases of the disease have been reported among clerks and others in the city during the past few days. To those who had already suffered from the disorder 5s. was charged for a policy insur-

ing the payment of £10 for each week of the coming three months, during which they might be disabled by mumps. Those who have not had the disease were charged 10s. for the same indemnity.

Subsequent Occupancy Does Not Revive

Where a fire policy provided that it should become void in case of vacancy or a breach of the condition, it was not merely a suspension, and subsequent occupancy did not revive the policy.—Dolliver v. Granite State Fire Ins. Co., 89 A. 8.

Not Liable for Special's Act

While a special agent of an insurance company was authorized to employ all appropriate means to collect a balance due from an agent, he was not authorized to institute an embezzlement prosecution, and the company would not be liable in malicious prosecution if he did so.—Russel v. Palentine Ins. Co., 63 So. 644.

Loss of Rent Decision

Where a policy, insuring owner of a building against loss of rent, provided that if the owner should not rebuild the loss should be determined by the time necessary for rebuilding, the loss was to be computed, where the building could not be rebuilt, without considering loss of time, time for removal of debris, or delay incident to inclement weather.—Amusement Syndicate Co. v. Milwaukee Mechanic's Ins. Co., 136 P. 941.

Bernice, Imperial co., Cal., is a new railroad-station town, to serve a new irrigation district. New buildings will require insurance.

Long Beach, Cal.—In 1913 the fire department responded to 99 calls. The total fire loss was \$43,000. This beach city is growing fast. Building permits in the year, 2365 for \$4,032,512, a gain of \$1,307,624.

Automobile Hazard Is Increasing

Automobiles are cheap as well as costly; and good second-hand machines "go a-begging." Any chump can now afford to own an automobile and keep pedestrians dodging for his pleasure. This fact, doubtless, explains much of the increase in auto accidents and insurance losses. The insurers are not now making the money that they did at the beginning of this class of business. The average owner is not today the equal in character and reliability of the average owner when there were no cheap machines and few second-hands. The insurers are facing increased liabilities.

"Tough"

The colloquial meaning of this queer word has been extended by slang use. "That's tough" means more now than formerly. The word is like the spelling.

When men hear of a man dying and leaving a family without fortune or life insurance, they say feelingly, "that's tough." And the most Johnsonese English by Old Man Eloquent could not express the thought any better, perhaps not so well.

It is "tough" for a widow with children to face a frowning, machine-like world after the funeral of the bread-winner, with an empty purse, no life insurance policy, and poor credit with the landlord and the grocer.

Yet these "tough" cases occur every day. Men who speak ill of life insurance are partly responsible; the procrastinating husbands and fathers share largely in this responsibility; and the lazy life insurance agent cannot escape some responsibility too.

Rather Old Fashioned

"Before the fiah" everybody observed "steamer day" in San Francisco. This was the old '49 way of collecting bills just prior to the sailing of the steamer. Now, however, the insurance offices generally—indeed with only two prominent exceptions—pay by check, quite as promptly, and in a more business-like way, and "avoid the rush" of a pay day once every two weeks.

This is a good time to have business call you to Honolulu for a good time.

Insurance Journalism

All things change—merchandising, manufacturing, transportation, insurance, yea, even insurance journalism.

A few years ago life insurance was noticed, newsed, published, diagrammed and figure-featured by the insurance press. Today only a grim sentinel here and there is on guard to defend it. "Millions for salaries but not a cent for publicity."

The gossip age has come, and the practical journalism of the past is giving place to the retailer of rumor and small talk.

Pile up statistics and expose fraud and pretence, and go unrewarded. Print personal slush, overflow with week-old stuff of no value but as gossip of the lunch-lingerer, and draw dividends paid by puffees with company funds.

Today insurance journalism is very personal, and success comes soonest and largest to the panderer who flatters. The vain man loves flattery. Most men are vain.

Valuable Metals.—California produced a value of \$26,383,946 in gold, silver, copper, lead and zinc in 1912. The gold product was \$19,713,478. Silver value was only \$799,584; copper value, \$5,519,526. Placer gold, \$8,645,663. Amador county leads in deep-mine gold; Yuba county leads in placer gold. There are 470 deep gold mines in the state, and 509 placers. The number of reduction mills in California is 483, of which 293 are inactive. Two idle mills have burned this year. Most of the idle mills are old and out of date. Over half the silver product is mined in Shasta county.

To Our Exchanges and Others. — Please remove from mailing list any street address for the "Coast Review." We have had no office on Fillmore, Montgomery nor Commercial street for several years.

Prices of manufactured articles must now include the state liability law costs

Study Men

Not nature but mankind is the proper study. What we really are is made up chiefly of our business and social relations with our fellows. Therefore, let us study to be helpful and pleasing, one to another—in speech, deed and appearance. Know men as they really are; judge from externals as well as from words and transactions; “size up” every one, and trust not too far; put no strong temptation before any man, more especially if he be young. Meet men, because the meeting makes for reality, for mentality, for character. It is like the electric spark which releases power. There is no sanity in solitude; there is no strength in inaction; there is no virtue in aloofness.

When you meet men, study them.

If they are wise, they are studying you.

Panama-Pacific Expo.—Eight out of the eleven main exhibit palaces are roofed and walled to a greater or less degree. The Palace of Machinery is completely roofed and walled and is now receiving the finishing touches of its stucco covering and other details. The Palaces of Mines and Metallurgy, Varied Industries, Manufactures, Liberal Arts, Education, Food Products, and Agriculture, are in various stages of roofing and walling, and are receiving their stucco covering. The steel frames of the Palace of Fine Arts are now being fabricated in the East and will begin to arrive in this city by January fifteenth next. The foundation and flooring of the Palace are being laid at the present time. The Palace of Fine Arts will be a fireproof Class A structure, its body built of steel and concrete. It will be temporary with a wooden foundation as it must be removed at the close of the Exposition as its site is upon the United States Military Reservation.

Trade reports from New Zealand are not good. The labor unionists have been running amuck. What has become of that beautiful strike arbitration law? Labor obeyed it only while the arbitrators ruled against the employers. A dispatch says 2,000 farmers armed themselves and held

the strikers at bay while perishable products were put aboard ships for England. The union men wanted the goods to rot on the wharves. The New Zealand outlook seems bad.

The Insurance Law Journal of New York is printing a “Table of Cases in the Insurance Law Journal,” from vol. 1 to vol. 42. It will be possible to locate a case where only one of the parties is known. Orders should be placed at an early day with Manager R. M. Chandor.

A new society proposes to protect all policyholders of every kind by acting as a “clearinghouse” as regards the contracts and litigation and loss settlements and loss-paying funds and general reputation of insurers. The admission fee is nominal and there is a schedule of fees. Legal advice and an adjuster for the insured are offered at set charges.

We notice that some companies resist claims which any reader of the Coast Review Legal Digest would know enough to pay and look pleasant.

In Ohio you must protect workers with state insurance. There is no option.

“Holy smoke!” ejaculated the hobo when he saw a burning church.

Polished photographs are the best for reproduction as half-tones etched in metal. The shinier the photo the better the half-tone.

A young German aboard the *Volturno* says he saw passengers toss lighted cigarettes into the mouth of a ventilator. A smoker on lighting pipe or cigar near a ventilator may be tempted to throw the match into it as an inviting receptacle. Match-coal or tobacco-coal fanned into a flame by the fall, and striking inflammable goods below, might start such a fire as destroyed the *Volturno* at sea.

ONE THING AND ANOTHER

This seems a country in which a corporation has no rights that a poor man is bound to respect.

* * *

Better get out of business if you have nothing worth advertising—no good name, no age, no surplus, no references, no record to which you can point with pride.

* * *

The graded premium plan has increased Coast fire expenses from 2 to 3 percent. With genius and heroism some offices have met this extra cost by reducing their advertising and printing expenses.

* * *

The free man has no full and cluttered pockets. The newspaper man is a slave.

* * *

No wagon travels so fast as the water-wagon. That is why so many riders fall off.

* * *

The Smiths are magnetic and mutually attractive, I observe.

* * *

Yes, that "chip" on the advantage, the necessity of "mixing" and "mingling," in the December Coast Review, was intended for you.

* * *

Hugh P. Edwards, an old-time agent of the Liverpool & London & Globe at Crockett, Cal., died suddenly and without warning, recently. He was a friend of Col. Kinne, who was told of the sudden death. Col. Kinne then said, very deliberately, "If I had my choice that is the way I would die." On the following morning Col. Kinne passed into the Invisible Country in the way he said he would choose, as his old friend had died two days before. Was it a coincidence or was it fate? or was the Colonel's expressed wish the result of the foreknowledge of his subjective or subliminal mind?

* * *

Librarian Moore of the Fire Underwriters Association of the Pacific was a lifelong friend of the late C. Mason Kinne. The two men were the organizers of the California Microscopical Society.

According to the Philistine, Louis Brandeis, Big Business Baiter of Boston, is a lawyer, a man of brains and a Pole. I fancy he is a pole because he carries a long pole and lands the persimmon. This makes him a Polander. He is of the unhappy ancestry of Gompers and Emma Goldman, which relates all three. San Diegans know how to handle the I. W. W's. It is the only way. Force is the only thing these anarchists respect, excepting the rockpile.

* * *

The other day 2500 "jobless men" gathered round Dewey monument in Union square in the center of San Francisco. They had been parading. In the foreground was a banner bearing this strange device: "8 hours a day—we refuse to work for less than \$3 a day." They all, to a man almost, were foreign born. The professional agitators who harangued them were foreign born also. One spoke in Italian. They sneered at government and law; swore denunciations against the rich; cursed the leading statesmen of the country. One foul-mouthed ranter won roars of approval when he shouted, "I don't like to argue with the ruling classes, for they have no brains—but I like to address you, my fellow-workers, because you have brains." Nearly all the men congregated there, who are being fed by generous but timid San Franciscians, are from None-Knowewhere. They are syndicalists who advocate sabotage—who believe in the use of dynamite, fire and assassination—who were bred in Europe and came here to abuse the hospitality of this country and stir up strife. Not a man is happier because of their campaign of violence, abuse and crime, not a man has more purchasing power in his pay-envelope because of the strikes called by their leaders.

* * *

This mob went to the governor's home to demand that he call the legislature in extra session to give them 8 hours work for \$3 pay. "Demand." The governor and his family were not at home. But our little

mayor, scenting votes and loving the applause of the groundlings, bobbed up serenely, uninvited. The mob later "stormed" the city offices of the supervisors and "demanded" work as laborers with skilled men's pay.

* * *

A mild climate has brought many idle men into California this winter. Many of these men are of the socialistic, I. W. W. (I-wont-work) class—enemies of society, led by mountebanks. The other day, near Watsonville, one of these fellows asked a farmer's permission to sleep in a barn. Permission granted. That night the rascal wrung the necks of all the farmer's chickens, excepting two which flew to safety. The farmer had the socialist arrested and jailed. On the following night another I. W. W. set fire to the farmer's barn. The insurer has paid the loss. In San Francisco there are two evening papers which sympathize, not with the farmer but with the "jobless" tramp whose slumbers were disturbed by the poultry.

* * *

Society must prepare to deal firmly and finally with these human dregs who respect no law and believe in no individual ownership. If they cannot be deported they must be shut up or shot down, as other lawless men are treated.

* * *

The Coast Review would be dee-lighted to print the reminiscences of Coast field men—if they will frame 'em up for publication. One of the obligations of one's profession is to relate the "good things."

* * *

The special felt in his pockets for a match to light his cigar. Old Ned, the local agent, promptly proffered a lighted match. "How is it, Ned," said the special, "that you who never smoke always have a match?" "Easy," answered Old Ned; "I always carry matches to see what I hope never to find."

* * *

He was an efficient but very old fashioned grocer local agent. Perhaps he was from Arkansas. A special agent had just visited

him and he was sore. "That fellow Blick from San Francisco has just been here and I cant find a darned thing. He took all my companies' supplies outen the cracker barrel and lined 'em up on the shelf." The editor, viewing his desk after the stenograph-lady had cleaned it up, sympathizes with him.

* * *

The Parisian prophetess Mme. de Thebes a year ago predicted that 1913 would be a year of great conflagrations. There were none. Paris was to have a great theatre fire. There was none. Another prophet predicted a damaging meteor fall in Winnipeg and a theatre or school fire in San Francisco. All which did not occur.

* * *

These British - Irish papers are always amusing. Bernard Shaw says in his time in Dublin there was no such luxury as a right to live. Often there were two families in one room, and both of the families took in lodgers.

* * *

Marine.—Insurance Law Journal for December contains American - Hawaiian v. Bennett & Goodall, Stevens v. Frankfort, in full.

* * *

Some men are without fear because without hope. That is what "desperado" means.

* * *

It is a good thing for a man, especially a young man, to receive hard knocks in this Knockabout University of a world. A little jar occasionally is good even for an old man. It brings him face to face with reality once more. What is a knock or jar but a vibration, and what is life but vibration?

* * *

Things are not so bad in the socialist colony of New Zealand. The National has paid its stockholders a dividend and a bonus of 25 percent.

* * *

There is nothing either good or bad but thinking makes it so.—Hamlet.

* * *

Christensen & Goodwin keep their agents well equipt with mutual literature.

LIFE, CASUALTY, ETC.

Don't Expect Much Refund

The California state liability insurance fund scheme promises a refund of a part of the premiums at the end of the year, payable out of the profits. Perhaps there haint goin' to be no profits. The prophets who hold office will see to that.

Did you ever know any politicians who were unable to devise ways and means for spending money on hand?

Property-owners should bear in mind the fact that in politics there is always an army of unemployed workers who must be cared for. If there is any industrial accident surplus fund it will be because the needy politicians were not aware of it.

Under the California law of 1909 an Alameda jury returned a verdict of \$9,000 against both owner and contractor, for death of a carpenter killed by a fall.

A woman, for 17 years supreme vice-president of the Fraternal Brotherhood of Los Angeles, succeeds the deceased president.

Accident policy held not to cover the death of one killed while attempting to board a street car, but who had not become a passenger.—*Mitchell v. German Commercial Accident Co.*, 161 S. W. 362.

We are indebted to the Association of Life Insurance President for an advance copy of the proceedings of the recent annual meeting. It is excellent reading, not the least of which are the "few remarks" by the Canadian minister of finance, who confesses to a banquet orgy with our secretary of state—H 2 O, which effervesces with carbon dioxide. Commissioner Mansfield on federal supervision summarizes in a very serviceable way the arguments for and against such extension of authority which may follow some national supreme court ruling.

The New Hampshire may soon organize a casualty and surety annex and be in the fashion.

Unusual Accidents

A clergyman stubbed his toe and lurched into a revolving flywheel, at Murphysboro, Ill., and was instantly killed.

A Sacramento nurse, while making a bouquet of flowers, drew a bit of wire grass thru her closed hand and cut it. Blood poisoning and death followed.

A Chicago life man, Geo. W. Riggs, while painting a ceiling in his home, fell from a ladder. The paint bucket overturned and fell on his face as he lay on his back on the floor. Suffocation and death followed.

An Indiana man broke his leg by trying to see the bottom of his foot.

Keep Your Accident Policy Dry

Accident companies nearly had many claims to pay when an ocean steamer collided with the S. P. R. R. ferry boat Berkeley in San Francisco bay, January 5, in the fog at 7:20 a. m. What if the steamer had struck the bay boat amidships? How many of the 2,000 passengers would have gone to the bottom of the bay on their way to work in San Francisco?

In a fog, January 15, on San Francisco bay, a ferryboat rammed Angel island, narrowly missing the rocks and a wreck. Two other ferryboats collided in the fog.

The Union Mutual Life of Portland, Me., has some new territory for agents.

The Atlas Assurance Association is a new assessment one by a Kansas City legal reserve National Life man.

Obituary.—L. G. Fouse, president of the Fidelity Mutual Life, died January 16, age 63. He was stricken with paralysis four years ago. Mr. Fouse established the Fidelity on the Fouse plan of assessment insurance, and subsequently changed it to a legal reserve company.

Several casualty companies found it necessary to reduce capital by applying a part of it to surplus, in 1913.

FIRE AND MARINE INSURANCE

Respiration Of Seeds May Cause Spontaneous Combustion

Seeds breathe. They absorb oxygen. Possibly here is a hint of a cause of spontaneous combustion in barns and warehouses.

From "The Life of the Plant," by C. A. Timiriazoff of Moscow University we copy this:

The whole of the loss in weight (of the seed) is not by any means accounted for. We can only conclude that the seed loses some of its substance in the form of gaseous products which disappear into the air.

Experiments point to the fact that seeds require oxygen. Enclosed air surrounding seeds loses the property of maintaining combustion. May not the seeds use oxygen for respiration? They certainly give off carbonic acid. Germinating seeds actually breathe and become perceptibly warmer.

During the malting process the heaps of germinating barley grain get so warm that the rise in temperature can be detected by thrusting one's hand into it. It has been noticed also that rotten seeds spontaneously burn, although here to normal vital processes there are added processes of decay which are due to the activity of certain micro-organisms. In more exact experiments, in which micro-organisms were excluded as far as possible, a rise of forty, fifty and even more degrees has been observed.

Official Bum Building Wrecker

The state of Ohio now has an official authorized and in duty bound to tear down old shacks that are condemned as fire breeders. He has been demolishing an average of one building a day. This method is cheaper and wiser than a conflagration.

Minnesota merchants have prepared a bill which prohibits fire companies from charging more for short term policies than a pro rata of the annual premium rate plus 10 percent.

Epigramma Cunninghamma

It is now denied that a mortgage on a man's dwelling surely indicates that he has bought an automobile. Perhaps he has bought stock in some new insurance promotion.

Insurance men do not have cause for complaint of the scarcity of "small change" in these days of so many changes in rates, rules, laws, requirements, etc.

An agent who did the unusual in using his company's premiums lost his connection, and in trying to start business in another town applied for the agency of another company. This other company wrote his former company inquiring concerning the applicant.

The reply said: "Blank was our agent at Blankton for a couple of years and took more premiums than any agent we ever had there."

Special agent, seeking an agent, to a suspect. "I understand you have seriously considered going into the insurance business?"

Suspect—"Indeed, I have thought of it so seriously that I have positively decided I won't."

Love may be constant, but it is capricious. None but a loving mother could shed bitter tears over a lost child and spank it vigorously when it is found.

"Yours is certainly a unique office," said a field man to a local agent. But the said local agent was a serious college bred analytic, who knowing that "unique" is derived from two Latin words—unus, one, and equus, horse—he credited the field man with calling his sanetum a one-horse affair.

"Sorry you were not at our board banquet the other night to hear my speech. Didn't Jones tell you I was to speak?"

"Yes, Jones was good enough to do so."

An agent confided to his stenographer that he was in financial trouble. "You see," said he, "Special Agent Kollecht is in town and I'm behind with his company. I've got the money and he knows I've got it and he knows I know he knows."

Retires

Wm. Sexton, general adjuster for the Fireman's Fund, will retire on February 1st, on a handsome allowance by the company. He is to be succeeded by Charles R. Thompson, now a special agent at Portland. General Adjuster Thompson will reside in San Francisco.

Phoenix Insurance Co. of Hartford

General Agent Geo. H. Tyson is in receipt of a wire from the Phoenix of Hartford, showing increase in assets of \$2,750,000, and in net surplus of \$900,000. For the new statement for 1914 total assets now \$14,556,049, surplus to policyholders \$7,055,091.

Fire

The Jersey Fire Underwriters retires, having reinsured in the British & Federal Fire Underwriters. British Columbia business was placed with the Westchester.

The fire marshal has a right to close a moving picture show if he regards it as unsafe. So decides the Michigan supreme court.

The Insurance Brokers Exchange is now confident of the organization of the Metropolitan district, taking into membership non-board companies.

The first to send us a detailed report of agency business was General Agent Fores of the Scottish Union.

In the opinion of the attorney-general of New York, the insured has no right to remove tags and labels from goods taken over as salvage by underwriters.

The Milwaukee Mechanics reports \$4,443,944 assets, which is a small gain. The net surplus is \$857,774, a gain of nearly \$70,000.

The Commercial Bulletin compiles from dispatches and other press reports fire losses in the U.S. and Dominion for 1913, \$232,472,350. This is some \$500,000 less than in 1912. December losses were less than usual.

The right of the National Board to specify standards for the purchase of city fire hose has been sustained by the supreme court of New York.

Principal Fire Losses in 1913

Hot Springs, Ark.	\$2,000,000
Savannah, Ga.	1,000,000
Long Island City, N. Y.	1,000,000
Columbus, Ga.	900,000
New York City	800,000
Calgary, Alberta	800,000
Michigan City, Ind.	700,000
Athabaska, Alberta	700,000
Port Huron, Mich.	700,000
Bangor, Pa.	700,000
Springfield, Mo.	600,000
Peoria, Ill.	600,000
Buffalo, N. Y.	600,000
Vandalia, Ill.	600,000
Bay Point, Cal.	550,000
East St. Louis, Ill.	500,000
Cohoe, N. Y.	500,000
Jersey City, N. J.	500,000
Chicago	500,000
Montreal	500,000
Craigmont, Ont.	500,000
Akron, O.	500,000
Indianapolis, Ind.	500,000
Quinsey, Ill.	500,000
Weymouth, Mass.	500,000
Philadelphia	500,000
Milwaukee	500,000
Kansas City, Ka	500,000
Lansing, Mich.	500,000
Prince Albert, Sask.	500,000
Buffalo, N. Y.	500,000
Grenta, Man.	500,000
Everett, Wash.	450,000
La Grande, Or.	450,000
Dee, Or.	450,000

Mutuals Retired.—The Spectator prints this list of 11 retirements: American Mutual, Dover; Equitable, Dover; Exchange, Philadelphia; Home Mutual, Dover; Manufacturers & Merchants, Philadelphia; Mercantile, Dover; Missouri Mutual, North American of Ohio; Provident, Philadelphia; Union, Oklahoma; U. S. Merchants, Philadelphia. All failed, except the Missouri Mutual, which voluntarily retired.

Ocean as well as lake steamships are being quipped with sprinklers.

There is a water company franchise fight in Denver.

INSURANCE OF ALL KINDS

Annual Report of the Fire Underwriters' Inspection Bureau

San Francisco, 16,267 changes, which included 6,571 rubbish removes and 1,317 electrical changes; 202 elevators trapped or closed; 482 stairways closed; 357 oily waste removed; 611 openings provided with fire doors or shutters; 71 buildings condemned and removed. The disbursements were \$21,927. The expenses amounted to 59-100 of 1 percent of the city premiums.

Los Angeles bureau expenses were 48-100 of 1 percent of the city premiums. The expenses totaled \$9,317. This indicates a total city premium income of about \$1,850,000 for the year, or nearly half that from San Francisco. Some 14,114 changes were effected. Of these, 3,363 were electrical, and 3,300 were rubbish removes.

The bureau's expenses for the transbay cities Oakland, Alameda and Berkeley, were \$4,809 or 52-100 percent of the premiums, which were about \$950,000. The changes secured were 2,718 in Oakland, 1,509 in Berkeley and 505 in Alameda.

The bureau's expenses in Portland were \$5,374 or 44-100 of the premiums, which amounted to about \$1,000,000. Some 11,000 changes were made in the interest of cleanliness and diminished fire hazard.

Seattle cost the bureau \$5,218, or 48-100 percent of the premiums, which amounted to about \$1,000,000. Changes secured were 5,995.

Tacoma and Spokane cost the bureau \$5,196 or 57-100 percent of the two cities' premiums. Changes in Spokane, 2,131, in Tacoma, 2,980. The premiums of the two cities amounted to nearly \$1,000,000.

In Salt Lake City and Ogden inspection service cost the bureau \$2,741, or 51-100 percent of the premiums. This indicates \$550,000 premiums for the two cities. Changes effected in Salt Lake, 2,772, and in Ogden, 756.

Alaska is prospering and deserves better buildings and complete insurance protection.

Fire Companies Retired in 1913

UNITED STATES

American Union, Philadelphia; in hands of receiver. American Fire of Philadelphia. Augusta Fire, Ga. American Home, S. C. Bankers Fire, Phoenix.

Calumet, Chicago. Capital & Merchants & Bankers of Iowa. Consolidated F. & M., Minn. Central National, Chicago.

Factors, Tenn. Fidelity, Iowa.

Greenwich, N. Y.

Hawkeye & Des Moines, Ia. Home Fire, W. Va.

Imperial, Denver. Indiana Millers. Interstate, Alabama.

Los Angeles Fire.

Middlewest, N. D.

Nassau & Dutchess, N. Y. National Home, Ga. National, O. North Coast, Seattle.

Pelican, Louisiana. Phoenix, Memphis. Phoenix, Arizona.

Sioux Fire, Ia. Southern National, Tex. Southern States, Ala. State, Ia.

Teutonia, La.

United American, Ky. United American, Milwaukee. Union Fire, Ga.

Virginia State. Vulcan, N. Y.

Western & Atlantic.

CANADA

Crown Fire, Toronto. Canada West, Winnipeg.

Nova Scotia Fire, N. S.

Sovereign Fire, Toronto.

Western Union, B. C.

Recently Retired Casualty Companies

Alabama Fidelity & C.

Employers Indemnity of Philadelphia.

Equitable Casualty of Georgia.

Fairview Casualty of Vermont.

Imperial Casualty of Pittsburg.

Missouri Fidelity & Casualty.

Western Casualty & Guaranty of Oklahoma.

It is a retiring, modest fire company that has no casualty annex.

Casualty

Representatives of the Ocean Accident are looking this field over, preparatory to opening a department in San Francisco.

The Insurance Gazette of Belfast, Ireland, prints a severe criticism of the General Accident.

Vancouver, B. C.—The new World Assurance will astonish the World stockholders perhaps. It will write everything in sight except life insurance. Edmund F. Green, formerly president of the Pacific Coast Casualty, and supposed to have joined the D. & O. Club, is the organizer.

A travelers accident association will increase rates on all of its automobile-owning members.

Liability

The General Accident has discontinued writing compensation business in this field. In the Northwest there is complaint over the dilatoriness of the United States branch in the settlement of claims. T. J. A. Tiedemann, representing the company now only in California, has resigned.

The finance committee of San Francisco city and county board of supervisors—this city is both a county and a city—has recommended that the city-county carry its own risks for liability for injuries to employees. This is unwise. The liability may be very large or very small. Nobody knows. The law has fixed the liability, if city employees come under the law. The wiser way would be for the city to ask for rates from liability companies which average the experience of all sorts of employees. The city has many sorts—firemen, street sweepers, policemen, carmen, and the like. Soon or late, there will be losses. There may be extra-ordinary losses. If so, the city stands to be embarrassed, with no available funds.

Obituary.—Wm. Campbell, the oldest insurance journalist in the world, died in Toronto on December 29, in his 90th year. He published the Budget and later the Bulletin.

List of Securities and Valuations

The New York state insurance department has issued "List of Securities Held by Insurance Companies," with valuations fixed as of December 31, 1913. Our editor can't find any of his securities listed. Market values (percent) are given, not including accrued interest. Some railroad stocks are as low as 1 percent. Some railroad bonds are Chicago & Alton 1st 54, an electric road 10; Chicago, Rock Island & P. due 2002, 50; two are 28. One road promising 5 percent interest is paying only 3—selling for 25.

Life

The San Francisco Life Ins. Co. held an annual meeting of its agency staff last week. The finish was a banquet, a brilliant affair.

The Western Union Life reports \$1,345,428 admitted assets, and \$400,040 surplus to policyholders. Income, \$638,797; excess, \$299,947. Insurance in force, \$17,013,857.

Manager Holman has received a telegram from the home office, stating that the new paid-for life business of the Travelers in 1913 was over \$56,000,000, a gain of \$7,700,000. Total accident and health premiums were over \$4,900,000, a gain of \$270,000. Liability premiums were over \$8,000,000, a gain of \$900,000. Total income, \$26,400,000, a gain of \$2,200,000.

The Mutual Benefit pays a special 20 per cent dividend this year.

The Oregon Life writes us that its death losses for 1913 were \$22,648. The total losses for eight years were \$78,311. This is a correction of figures previously printed by us.

James J. Harris, of the Standard Life, died recently at Chico, Cal. He placed the greater part of the stock of the company at 10 percent commission. President Addison H. Hoover pays a high tribute to his memory.

At Los Angeles J. W. Whittington gets the National Life of Illinois.

Lloyds of London recently wrote \$22,000,000 on a New York City rapid transit company at cut rates and tax-dodged.

PENSIONING OF EMPLOYEES IS COMING

It is said, often, of a coming event or public demand or inevitable change, "It is in the air." There are hints and signs and currents which finally make us ready for radical changes affecting society, or government or business. "Great events cast their shadows before." So also do minor events.

There was a "shadow" of "coming" restrictive life insurance legislation when solicitors rebated 90 or more per 100 cents of premium; there were hints of state liability insurance when expenses exceeded 50 percent, reserves were found inadequate and claim settlements were insufficient if not mere compromises; and rate wars in fire insurance were forecasts of state regulation of rates. Perhaps concentration of fire underwriting by the larger companies, and the increase of expenses, are prophetic of state insurance or of volume-restriction by law.

There are signs, today, of the general adoption, either voluntarily or by law, of a system of pensions. Pensioning is in the air. Will it not be wiser for our larger individual and incorporated employers to anticipate — perhaps postpone or prevent — compulsory pensioning of employees by voluntarily, and generally, adopting some well-thought-out pension plan?

We venture to say that such a plan, providing for the retirement, with a fitting allowance, of old employees — workmen, clerks, officials and all salaried representatives — will pay, because it will insure perfect loyalty and better service. Never have corporations and other employers been in greater need of loyalty and efficiency than they are in these troublous times of discontent, disrespect, envy and suspicion.

In a very unostentatious way a number of old companies now retire their old employees on a liberal allowance when they have reached a fixed age or have shown material infirmities of advanced years. This is excellent and admirable. But would not a plan of pensioning applicable to all, and promised to all, in accordance, at least, with years of service and compensation received, be more practical and just and secure and retain, uniformly, a better average of employees? If the employer chooses to reward exceptional services or extraordinary loyalty with an enlarged pension, such action will be one of generosity rather than of plan and promise.

Pensioning by some approved plan is a coming economic event. Society will demand it if employers do not provide it. And it is the business of modern government to enforce the rational demands of society. Are employers, are insurance companies and other corporations willing to wait until politicians, acting for the government, formulate the pension plan, fix the rates and collect the reserves and pay the pensions?

LIFE IS A BATTLE

ALL living things, all inanimate things, are ever at war. Business is a perpetual battle, in which defeat does not mean failure. Defeat is inevitable. But victory also is inevitable. The final winner is the man, the corporation, who refuses to accept defeat as final—who learns and profits by defeat and again marshals forces for battle and victory. Washington was a great general and his Continentals were splendid soldiers because both he and they were always ready and willing to fight again. The business man, the insurance solicitor, the insurance management, who conserves resources, who plans for the fray, and who puts up a bold front, is bound to win in this battle of life. All the world is ready to “stand and deliver” to these soldiers of fortune.

MUTUAL FIRE INSURANCE

EVERYTHING changes and therefore mutual fire insurance must have changed — whether for the worse or the better we are not sure. But we do know that this form of indemnity in all the West is today a “quantity negligible.”

Nevertheless, the competition of the mutual is annoying to the local agent. For it reduces his income seriously, though the income of his company is affected only nominally. His company doesn't feel this mutual competition, which may be enough to affect the expenditures of his household. Can the company, therefore, “feel with” him, or, in the Latin phraseology, sympathize with him? We doubt.

Therefore, we assert that the local agent who must meet the serious rate competition and dividend promises of mutuals, especially the conservative mutuals, should have the offensive and defensive co-operation of his principals, his general manager or general agent, or special agent, and the equal co-operation of the company to which he gives the business he has successfully solicited.

Whatever aid can fairly be given should be given cheerfully and without solicitation, no matter how little the value to the company is the business lost to the mutuals, and no matter if the retirement of the competing mutual is a certainty of a brief while. This competition is often a serious matter for the agent or the broker, who finds that the average 3 percent underwriting profit of the stock companies is a pop-gun weapon when he faces a 25 or 50 percent cut in the rate.

JUSTICE

TO BE JUST is more honorable than to be sympathetic. The weak man never fails to be sympathetic but often fails to be just.

WITHOUT END

No END need be expected of legislation, competition, fires and war.

Hartford Fire Wins

The California law of 1910 expressly provides that the state corporation tax shall be in lieu of all other state, county or municipal taxes. The secretary of state, however, insisted that the corporations should continue to pay license taxes. The Hartford Fire paid this tax under protest, and sued the secretary of state for the recovery of the license tax paid. The superior court sustained the company and the supreme court has just affirmed the decision.

St. Paul F. & M. Ins. Co.

A wire to Managers Christensen & Goodwin from the home office of the St. Paul Fire & Marine shows the following figures in round numbers from the annual statement of January 1, 1914:

Gross assets	\$ 9,464,000.00
Gain	680,000.00
Reserve	5,164,000.00
Increase	309,000.00
Net surplus	3,214,000.00
Gain	362,000.00

Considering the times and the past year, this is a splendid showing.

On January 18 three stores were burned at Reno, Nev. J. P. Treanor is there.

The London Times has issued (Dec. 31) a splendid special issue devoted to the Pacific Coast. There are 54 pages "and then some." Every industry is given instructive treatment. Even insurance has a column. The large cities receive a liberal share of space.

The Rocky Mountain Fire reports a premium income of \$25,194 for its first year, with only \$30 losses. Credit for this light loss experience is given to the underwriter, Leo P. McMeel, and to the inspection, given by the general agents, the Sexton-Lloyd Co.

The Mountain Timber Co. of Kalama, Wash., has begun suit in the United States supreme court, attacking the industrial insurance law of the state of Washington. Plaintiff company refuses to pay into the state treasury $2\frac{1}{2}$ percent of its pay roll to create a fund for compensating its injured employees.

Death of President Cox

Geo. A. Cox of Toronto, president of the Western Assurance Co., British America Assurance Co., Canada Life Assurance Co., and of several Canadian financial institutions, died January 16, aged 74.

Faymonville Elected President

At today's annual meeting of the Fireman's Fund Ins. Co., Bernard Faymonville, vice president, was elected president succeeding Wm. J. Dutton, who recently resigned. J. B. Levison, second vice president, was elected vice president. No second vice president will be elected for some time. Secretary Weinmann and Assistant Secretaries Blanchard and French were re-elected, as was also the board of directors.

Fireman's Fund Figures

Assets, \$9,864,872, a gain of \$600,000; reinsurance reserve, \$5,118,515, a gain of \$1,305,000; premiums, \$7,462,947, a gain of some \$2,000,000.

The American Fire of Philadelphia goes out of existence, being absorbed by the Ins. Co. of State of Penn. The outstanding scrip held by San Francisco conflagration claimants will be paid.

The Westchester will increase its capital from \$300,000 to \$500,000. The assets are now \$5,218,654, and the net surplus is \$1,278,772. The unearned premium fund increased some \$70,000. The company is now represented on this Coast by B. J. Smith.

The Franklin Fire has \$3,245,736 assets, a decrease of only \$117,075. The reinsurance reserve is about the same as a year ago. The net surplus is \$548,973, a decrease of only \$92,878.

The Insurance Brokers Exchange of San Francisco now has officers to-wit: Paul Nathan, president; Philip J. Fay and Jeremiah Deasy, vice presidents; John Bruckman, Fred W. Boole, Frank Haupt, Arthur Figal and Samuel J. Miller, arbitration committee.

The Home of New York

Assets, \$33,139,916; capital, \$6,000,000; surplus to policyholders, \$17,873,620; reinsurance reserve, \$13,447,976, a gain of more than \$1,106,500.

Sued Railroad for "Injuries," Is Exposed and Sent To Pen

Transoms in hotels serve some good purpose. At Tacoma a "disabled" man was seen, via the transom, in his room, minus his crutches and engaged in a sparring bout with his room-mate. The officers peered through the transom, and then burst into the room and arrested the swindler. He confessed to trying to extort \$750 from a railroad company for alleged injuries, and was sentenced to the penitentiary for from one to fifteen years.

New World Life of Spokane in Trouble

The annual meeting of this promotion company, February 10, promises to be a lively set-to. Proxies are being sought everywhere by a party of stockholders who announce their intention of ousting the present officers. The president of the New World (formerly the Roman Catholic) says the opposition wants to get control in order to remove the head office to Chicago or Philadelphia. It is said there are about 12,000 disappointed stockholders of the company. Little new business has been written, the energies of the officers being bent in the direction of stock-selling. Stock is sold only to Roman Catholics, and loans of the assets are promised to institutions of the church. The Washington state insurance department recently criticised the company's present management.

Cancellation.—Where insured directed the cancellation of a policy containing cancellation clause, and the agents wrote that the policy would be canceled if he would send certain increased premium but not otherwise, it cannot be held, as a matter of law, that insured's letter operated as a cancellation. — National Union Fire Ins. Co. v. Akin, 160 S. W. 669.

Fraternal Insurance

The Connecticut Insurance Report (part 3) gives the total admitted assets of fraternal societies doing business in the state as \$110,295,304, a gain of \$17,000,000 in the year.

The liabilities are merely unpaid claims and other items, \$13,904,316. No liability is acknowledged for advanced payments, nor increased average age.

Receipts from members for the year were \$69,022,147, and benefits paid members, \$53,818,248.

Expenses of management were \$7,747,657, or over 10 percent of the income.

Policies in force, 4,331,477, a net loss of \$118,424; insurance in force, \$5,218,415,425, a loss of \$237,970,757.

No fewer than 517,953 certificates lapsed. The insurance lapsed and decreased was \$609,038,502.

The Manhattan Life

New paid for business was 20 percent greater than that of the previous year, and the new business in the hands of agents for delivery show a greater percentage of increase even. The profits of the company were 120 percent greater than those of 1912; and the contingent reserve fund, or the unassigned surplus, increased 57 percent. The Manhattan Life expects to pay very fine dividends to its policyholders during the current year.

Personal.—W. W. Alverson, manager of the Associated Underwriters, preferred insurance to banking, and became a local at Seattle in 1892. In 1894 he came to San Francisco and was appointed counterman for the Atlas. He was afterward special agent for the Gutte & Frank companies; for a time, a partner of Arthur G. Nason, and for the past four years assistant manager of the incorporation for which he is now manager.

Fire: J. P. Holden, Porterville, Cal., December 17.

Railroad insurance pool losses have been unusually heavy this year.

34 American Fire Companies Retired in 1913

The 13 appears to have been a hoodoo for many small American fire companies. Some 34 of them were forced or thought it wise to retire from business last year.

Field Men

R. N. Hackett is with Christensen & Goodwin.

Earl de Veuve is now special at San Francisco for the James H. de Veuve companies.

A. C. Wright and F. J. Mayer are now specials for the North America and Alliance at San Francisco. G. F. Guerraz is special at Portland.

General Agent Irving of the Phoenix Assurance and Pelican announces the appointment of Geo. A. Yocum as special agent for northern California and Nevada, with headquarters in San Francisco, to succeed Geo. F. Roberts.

Assistant Secretary

Joseph W. Warner has been appointed assistant secretary of the California Ins. Co. John M. Clayton is now special agent, with headquarters in San Francisco.

An accident general agent is wanted for California. Apply to Editor Coast Review.

The Vulcan of New York has reinsured its fire business in the Western Assurance and its sprinkler leakage risks in the Home of New York.

The Nassau & Dutchess is no more. The Williamsburg City takes it over. There are still some unpaid San Francisco conflagration claims against the Dutchess. Vail continues with the merger.

The Travelers paid for new California life business in 1913 was \$2,850,900, a gain of \$548,100; accident and health premiums increased \$40,620, making a total of \$303,970 paid for accident and health. The increase of premium income in both departments was therefore in excess of \$120,000. The year 1913 was therefore the best in the California history of the company. We congratulate Manager Holman.

Life Underwriters Meet

The Life Underwriters Association of San Francisco held its annual meeting, with banquet, January 8.

Officers were elected as follows: W. H. Matson, president; James S. Osborne, vice president; E. W. Armstrong, secretary and treasurer. Other members of the executive committee are Geo. B. Scott, Clarence M. Smith, W. J. Bell, R. L. Stevenson.

The meeting was more than usually enjoyable. The attendance was large.

Assistant Manager

Frank Hunter has been appointed assistant manager of the Norwich Union's Pacific department, under Manager Fuller.

The Western Assurance has taken over much of the Lumber's general business.

The Western Masons Mutual of Los Angeles has changed its name to the Western Mutual Life Association.

Denver.—Five cases of matches near a coal stove at 4459 Washington street were ignited by a burst of flame from the stove. Grocery store of Meek & Mamos destroyed Jan. 3.

The directors of the American Central have recommended an increase of surplus by a reduction of capital from \$2,000,000 to \$1,000,000. The dividends to stockholders will remain the same. The company's reinsurance reserve has been increasing, and of course its securities have been depreciating in common with those of all companies. As it holds a large block of the stock of the National Bank of Commerce, there has been a further loss of assets in that respect.

Tonopah, Nev.—Tadich Bros., clothing, boots and shoes, fire January 8. J. P. Treanor is there.

Charles Harley Co., junk warehouse, 670 Seventh street, San Francisco, nearly destroyed by fire, January 8.

The new president of the Arizona is Geo. A. Olney, succeeding the late Geo. M. Hahn.

The Vancouver, B. C., Western Union Fire, after some unhappy experiences which make stockholders wiser, has departed via the Pacific States.

Presentation to Wm. J. Dutton

President Faymonville in behalf of the company staff presented to the retiring president of the Fireman's Fund, Wm. J. Dutton, a beautiful tea-set of hammered silver.

Field Men

The personnel of the field staff of the Law Union & Rock and Union Assurance, represented by H. H. Smith, is as follows: Edward M. Brodenstein, branch secretary; J. Percy Carroll, superintendent of agencies; F. A. Stahl, northern California and Nevada, San Francisco; Noah L. Nelson, northern California, San Francisco; F. F. Richards, Southern California and Arizona, Los Angeles; R. D. Emery, Oregon and western Washington, Portland, Ore.; Nye Kern, eastern Washington, Idaho and Montana, Spokane, Wash.

At Los Angeles Geo. D. Gilmore is special agent for the Fireman's Fund; and at Dallas, Tex., J. C. Evans.

R. H. Jenkins is special for the James F. Cobb Co. at San Francisco; W. W. Jaquette, at Los Angeles.

W. T. Booth, formerly of Griffith-Booth Co. of Kalispell, has been appointed special agent by Manager Alverson of the Associated Underwriters. Mr. Booth will have headquarters in Spokane, with eastern Washington, Idaho and Montana as his territory.

Commissioner Done of Utah will be one of the speakers at the February 23 meeting of the American Association of Underwriters, at Chicago.

Benjamin Schloss, a well known San Francisco broker, recently departed this life.

The German American reinsured five companies last year.

The Girard, represented by Edward E. Potter & Sons, reports \$2,530,069 assets, \$1,546,212 reinsurance reserves, and \$932,560 surplus to policyholders. Surplus made a small gain; other figures are much the same as a year ago.

Continental of New York

Assets, \$27,628,477; capital, \$2,000,000; policyholders' surplus, \$17,063,498, a gain of \$573,507; reinsurance reserve, \$9,240,320, a gain of \$218,102.

Arizona Corporation Commission Work in December

Licensed—Heralds of Liberty of Huntsville, Ala., a fraternal society.

General instructions to brokers and agents issued.

Section 37 of the Insurance Code has been attacked by parties directly interested as to its constitutionality and this department is now preparing to go into court to settle the matter.

R. W. Osborn, chairman, Arizona Advisory Committee, spent four days in conference with this department, covering the general provisions of the Insurance Code, affecting fire insurance companies and will shortly issue a circular as to the outcome of this conference.

W. N. Bridges is superintendent of insurance.

Commissioner of Insurance Hathaway announces the appointment of Garner Curran of Los Angeles as deputy commissioner and executive secretary for the world's insurance congress in San Francisco in 1915. Mr. Curran has disposed of his paper and will devote all his Indiana talents and his Los Angeles energy to his new employment.

Life.—Nearly 700 superintendents and principal producers of the Metropolitan Life are in happy convention in New York city.

The People's National Fire of Philadelphia is up against a stockholder's circular letter calling for a meeting to kick against the present management and to consider late information as to the real condition of the company.

A U. S. senator has presented in Congress a joint resolution for a constitutional amendment providing for federal regulation of all kinds of insurance. It is to laugh.

LIFE INSURANCE

West Coast Life Insurance Company

In the past year this thriving San Francisco company wrote \$11,100,000 paid for new business, of which about \$6,100,000 was in the ordinary department. The total amount in force is now \$21,500,000, of which about \$14,500,000 is ordinary and the remainder is industrial. The year 1913 was a very satisfactory one for the company.

West Coast Life Writes Street Railway Employees in San Francisco

In competition with big group-writing companies the West Coast Life wrote about a million and a quarter of insurance on the employees of the United Railroads of San Francisco. The insurance is on the lives of men employed three years or more, and who are therefore tested as to habits, temperance and health. There is no medical examination, as is the case generally in industrial insurance. The amounts are small in each case, and the better class of risks may be relied on to take out some additional insurance.

Unusual Life Insurance Will

Mrs. Jere Burke, widow of a politician, performer, attorney and good fellow, died recently, as women have a fashion of doing, and left a will. In this will she provided that her 19 year old son and 17 year old daughter should insure their lives, the premiums to be paid by the father's estate. The beneficiaries were to be the other younger children, to whom \$1,000 each was payable. The insurance is to be continued while the children are under age. Sensible, loving mother.

Centralia, Wash., Dec. 25. — Turner v. Vaughan, to recover \$2,000 ins. in United Artisans, on life of mother, decided in part favor of plaintiff as against sister, who it is alleged persuaded mother to will insurance to her.

In spookism nowadays there appears to be no happy medium plan.

Address of President W. H. Matson at the Annual Meeting and Banquet of the Life Underwriters' Association of San Francisco

A natural regard for social amenities—a desire to stand well with our fellow-man, especially in our own social circle—and a wholesome self-respect based upon a knowledge of right doing, especially towards those of our immediate associates, have in my opinion accomplished more for the advancement of civilization than all of the laws that were ever put upon statute books. In fact, most laws, I believe it is admitted, only reach the statute books after the practice of their intent between man and man has become common usage through the desire of social reciprocity; and then are only enacted to control a few who have become social outlaws through their lack of ability to keep pace in the march of brotherly love.

And in looking over this association's past history and future possibilities, I feel that the same rules must unswervingly apply, and that the same results in the main will flow from our intercourse through this association as in other matters of human endeavor, consequently I believe that ninety-nine percent of the good that will come to us individually and collectively through this association movement is embodied in the above principals, and that this good is more apt to be retarded than advanced by the occasional desire of some individual to enact and enforce certain limited rules by which he wishes us all to live and do business, and by which, in the case of such a man, it is pretty fair to assume he is not guiding himself.

So let us try and have a year of getting together, and to do this we must occasionally overlook slight infractions of fellow associates as we would in all other social intercourse, and I believe that by pursuing that kind of a course we will soon find that the infractions will gradually cease until they reach the minimum.

Let us try to get every man who is in the life insurance business in this part of the

state into this association, and not try to drive anybody out, and we will then become an organization that has a part in the affairs of our city and state commensurate with the interests which we represent. In fact, build an organization that every man in the life insurance business will want to be a member of, and this desire, added to the natural inclination to treat his fellow associate decently, will naturally bring the great rank and file to respect and follow the procedures that the great majority consider most decent and right.

Scarcely a day but what you note by the daily papers of the city lengthy space being given to the transactions of local organizations who represent interests only a fraction in importance of what we represent—and this all because they have gotten together, and because they pull together, and because the public know they stand for something, not only regarding their own business, but regarding all matters in which the city and state are interested. In brief, they consider themselves citizens with an interest in the city's and state's affairs, and they make the rest of the community understand that they feel that way, and the result is that such associations and their members are viewed by the public at large as important factors in all matters of public interest, and it is a shame to us, representing the life insurance interests in California, that we have not gotten together and impressed upon the public the importance of the interests which we represent and the positions which we occupy, and all of this because we haven't pulled together enough ourselves; we haven't had sufficient respect for our association; we haven't worked to get other people into it, and we had just as well admit to ourselves here to-night that we have not impressed the public of San Francisco and California with the importance that really is ours; and all of this because, as I see it, too many members of this association have in the past tried to regulate their own business and that of other members of the association by legislating upon subjects which nothing in the world will accomplish but the natural evolution of social intercourse.

We are right on the beginning of the world's greatest exposition, and perhaps no other part of the world will come here in such great numbers in 1915 as the insurance community, and we are going to be measured, not only by our local community, but by the visiting insurance world as well, by the solid front that we put up as an association. Our undertaking and our obligations are too big to be discharged in any individual sense, and we can only hope to make the creditable showing that we should by each individual member pledging himself that he will bury petty grievances for the good of the cause as a whole, and I want to ask every man now in this association or that may come into it during the year to help me and the other officials to make this a year of get-together—a year of tolerance, and I predict that at the end of the year many of the grievances that have come up in the past will have entirely disappeared in the aurora of good-fellowship that will be the result.

The charter of the Manhattan Life provides that the stockholders shall receive one-eighth of the profits, and the policyholders seven-eighths. At the close of 1913 a balance of \$67,265 was due stockholders. The direct payment is limited to 7 percent.

Life actuaries, medical examiners and others must sit up and take notice. Mlle. Andree de Taverny has a way, metrically, of determining the physical condition and life expectancy of men and women. It is a rule of thumb giving the physical value. Add chest measurement to weight. Then subtract this sum from the height. Below 10 indicates very strong constitution. Between 21 and 25, average constitution; between 26 and 30, weak; between 31 and 35, very weak; above 35, very bad. Moreover, a foreign doctor says, every seventh year of the father's age is a guide to the medical examiner. If the father is twenty-eight years older than the son, that son inherits from that father. If the father dies of consumption, expect the son to die likewise of consumption about the same age.

San Francisco Life Underwriters Annual Meeting

At the annual meeting and banquet of the Life Underwriters' Association of San Francisco, held Thursday evening, January 8th, 1914, there were something over fifty members and guests present. Prior to the banquet, a short business meeting of the association was held, at which the following officers were unanimously elected for the ensuing year:

President, W. H. Matson of the Mutual Life; vice president, Jas. S. Osborne of the Phoenix Mutual; secretary-treasurer, E. W. Armstrong of the Reliance Life; together with George B. Scott, R. L. Stevenson, William J. Bell and Clarence M. Smith making up the balance of the executive committee. At this business meeting there were also elected to membership in the association eleven new men.

Members and guests then repaired to the banquet room, where the entertainment committee had arranged for a dinner worthy of the occasion. Table decorations consisted of holly and toy balloons, all arranged very attractively.

After all had had their fill, retiring President Scott submitted his annual report, which showed the organization to be in a healthy condition. Membership was increased during the past year from 57 to 74, and still growing. After performing "at his own obsequies," Mr. Scott introduced W. H. Matson, the newly elected president, whose inaugural address was a "hit," and one which typified the new spirit of the association.

H. R. Hunter, the retiring secretary, was called upon for his annual report, which was unanimously adopted as read. Mr. Hunter told of his work as secretary during the past two years, and expressed the hope that the close of another year would see the active membership at least 125.

Hon. Warren R. Porter, Ex-Lieutenant Governor of California and President of the Western States Life, was then called upon by President Matson. Mr. Porter thanked the association for the opportunity offered the new companies to join, and expressed

his intention of entering into it and taking an active part in the work that must be carried out in order to receive the visiting insurance world here in 1915. He complimented Mr. Matson upon the tenor of his remarks, and expressed the belief that such a spirit was sure to accomplish the desired results. In referring to the exposition, Mr. Porter predicted that through the World's Insurance Congress it would bring to California in 1915 an aggregation of insurance men and interests capable of influencing the entire world, and stated that it was the duty of all members, not only as insurance men, but as citizens, to assist in every way possible the work being carried on by Commissioner W. L. Hathaway in that direction, and said that he and his company were solidly in back of it and would boost at every opportunity.

Francis V. Keesling, second vice president of the San Francisco Life, was next called upon, and he gave his assurance that that company was going to get behind the association movement; that he personally was going to join it; and that he hoped to see it become second only in size of the New York association in this country.

Julian Sonntag, second vice president of the West Coast Life, was the next speaker. He mentioned his experience at the American Life Convention in 1913, held at St. Paul, and from his conversation with delegates present there, confidently expressed the belief that of the 319 at that convention, 300 of them would be at the World's Insurance Congress in 1915. He spoke of the efforts of the American Life Convention, the Association of Life Insurance Presidents, and the National Association of Life Underwriters, and their desire to get together for the common good of insurance as a whole, and that this will be accomplished through the World's Insurance Congress, there can be no doubt. In concluding, Mr. Sonntag suggested that a vote of thanks be extended State Ins. Commr. E. C. Cooper for the efficient manner in which his office has been handled, which suggestion was later acted upon.

During the course of the evening the fol-

lowing telegram from J. Newton Russell, Jr., vice president of the National Association of Life Underwriters, was read by Mr. Scott:

"Important engagement prevents my accepting your appreciated invitation to be with you at your annual meeting. Let me again remind you that the eyes of the life underwriters of the nation are upon your association in anticipation of the 1915 convention, and that its realization and success largely depends upon your hard work prior to the Cincinnati meeting. I also repeat my hope that your Cincinnati Club may prove to be a real success and that your representation and influence at Cincinnati may be powerful enough to swarth any possible effort to induce the 1915 convention to go astray. A hint to the wise, etc. Please present my sincere regrets to your association and express my hearty wishes for its unprecedented prosperity during the new year."

A motion by W. L. Hathaway was unanimously carried to the effect that the secretary be instructed to write Mr. Russell as vice president assuring him that we are going to send to the Cincinnati convention a body of men and such representation from the San Francisco Association as will insure the entire nation of life insurance men that the great undertaking here that is planned for 1915 receives the unanimous endorsement of San Francisco life men; and that such representation should number at least twenty men.

A \$6,000 verdict was, last week, awarded a fair claimant against a San Francisco grocery company, for injuries by being run down by defendant's vehicle.

Civil liability of employers for willful negligence or violation of a statute is not insurable in California at least and probably in no states, because contrary to public policy. Neither can the insurers defend such suits on behalf of the employers.

Colorado's department has authorized higher commissions on casualty and liability business.

The Penn will offer a disability clause in its life policies.

San Francisco Life Insurance Company's \$100,000 Club

The Coast Review,
Merchants Exchange Bldg.,
San Francisco, Cal.

Gentlemen:

The \$100,000 Club of the San Francisco Life Insurance Company duly assembled have adopted the following resolutions:

"That Whereas, the pleasure of our visit to your beloved city has been materially increased by your many kindnesses, and

Whereas, we feel that The Coast Review as well as the other insurance journals of the pacific Coast have accomplished and are accomplishing a great deal of good in the up-building of our chosen profession.

Therefore Be It Resolved, that a vote of thanks be extended to you by the \$100,000 Club and that a copy of these resolutions be spread on our books."

San Francisco Life \$100,000 Club.

By E. T. Chase,

Chairman Committee on Resolutions.

The provisions of a life insurance policy relating to loans, when construed in connection with an "automatically nonforfeitable" clause, held to give the policy no loan value which could be automatically applied to the payment of insured's second quarterly premium for the second year, and to render no amount available to insured as a loan until the end of the second year and the payment by him of the full annual premium for the third policy year.—79 S. E. 374.

Fraud in obtaining life insurance was not established by untrue answers in the application failing to disclose that insured's uncle was afflicted with hereditary insanity, where the proof failed to show that insured knew that the insanity was hereditary and that the answers were willfully false. — 79 S. E. 401.

Remarks by the trial judge while a witness was being examined that he "wouldn't believe a nigger any quicker than a pink-eyed rabbit" were highly improper.—Rogers v. Smith, 63 So. 530.

LIABILITY and SURETY and FIDELITY

Pacific Coast Casualty Co.

The new management has about succeeded in straightening the affairs of this company and paying the obligations incurred by the previous management. Green and Frank twisted affairs into an exasperating tangle. The sworn reports made by them are being subjected to a thorough and surprising overhauling. Frank is being sued for premiums collected by his general agency and not accounted for.

The present responsible management has paid some \$281,000 losses for which the previous peculiar management was responsible. This has meant a reduction of the assets and surplus, but it has strengthened the company, and gone a long ways toward cleaning up the slate. The present business of the company is paying a profit, but of course the 1913 figures, covering old losses, will not show it.

Fidelity And Casualty Examination By New York Department

The report of the New York Insurance Department on the examination of the Fidelity & Casualty Co. of New York indicates a highly satisfactory condition of the company, notwithstanding the depreciation of security values and a decrease in underwriting profit. The department credits the company with assets amounting to \$10,962,093, and a net surplus of \$2,230,839, as of June 30th. In the latter item the department allows \$309,818 more surplus than was claimed by the company in its semi-annual statement.

Underwriting, 1912

Income earned	\$8,312,705.89
Losses incurred.	\$3,520,026.61
Expenses incurred	4,498,794.47
Total	\$8,018,821.08

Gain from underwriting, 1912 . . \$293,884.81

Underwriting, January 1 to June 30, 1913

Income earned	\$4,507,411.86
Losses incurred	\$2,048,376.41

Expenses incurred 2,367,647.77

————— 4,416,024.18

Gain from underwriting first

half 1913 \$91,387.68

Investments January 1 to June 30, 1913

Investment expenses incurred . . \$61,001.57

Difference in security values,

Dec. 31, 1912, and June 30, '13. . 489,004.38

————— \$550,005.95

Investment income earned . . . 258,173.51

Loss from investments first

half 1913 \$291,832.44

Dividends paid 100,000.00

Total losses \$391,832.44

————— \$50,444.76

Surplus Dec. 31, 1912 \$2,281,284.04

Surplus June 30, 1913 2,230,839.28

Decrease \$50,444.76

The examiner states that the tendency of the liability business has been toward an increasing loss ratio, and says, were it not for compensation insurance during the past two years, the loss ratio of 59.1 percent would probably be more nearly correct in the computation of reserves than the loss ratio for the first five of a ten-year year period. The loss ratio used by the Fidelity & Casualty, he adds, is adequate to take care of all losses. During the year 1912 and the first six months of 1913, the company had an underwriting loss on liability business amounting to \$22,483. On compensation business, during the same period, there was an underwriting profit of \$143,646.

The compensation claims are being paid promptly and fairly, practically all the controversies that have arisen in this regard having been due to deficiencies in the various laws, and not to any effort or desire on the part of the company to defeat the purpose of the legislation. So reports the Examiner.

FIRE AND MARINE INSURANCE

Death of Manager Gunn of the Liverpool & London & Globe

John William Gunn died at a sanitarium in San Francisco, Monday, January 26, after a brief illness. He was a native of Ontario, Canada, and was nearing his 50th birthday. He leaves a widow.

Mr. Gunn was formerly a newspaper man in the Northwest. After some experience as a local agent he was appointed a special agent. His excellent work for the Liverpool & London & Globe won for him the appointment of deputy manager of the Pacific department in 1906. In January, 1912, he succeeded Charles D. Haven as manager. The deceased was an organizer of the Tillikums, and had been vice president and president of the Fire Underwriters Association of the Pacific. He was a jolly good fellow, whose untimely death is mourned by many friends.

The Dutton Banquet

The underwriters of San Francisco have tendered Wm. J. Dutton, ex-president of the Fireman's Fund, a complimentary dinner. It will be given on the evening of February 6.

Charges Against the Boston

The Boston and its general agent, Harry Gordon, must answer to charges or a charge of violation of Board rules. The offence is unique—or rather, the particular offence as charged—we hear.

Avery's Territory

Manager Frank M. Avery now represents the Fire Association and Philadelphia Underwriters in British Columbia, Alberta, Washington, Oregon, California, Nevada and Utah and Arizona.

The Williamsburg City now writes automobile insurance, under the management of W. W. Alverson, San Francisco.

Pacific West Business of the Home of New York in 1913

	Risks	Premiums	Losses Paid	Losses Incurred
Alaska	\$ 164,000	\$ 3,876.65	\$	\$
Arizona	2,154,422	42,535.88	33,544.11	35,231.35
British Columbia	5,462,160	68,303.08	8,282.61	11,480.58
California	68,409,458	842,637.02	363,303.35	359,524.83
Hawaii	250,713	2,797.40	. . . . .	. . . . .
Idaho	4,808,375	56,457.96	38,013.13	37,518.50
Montana	3,313,108	62,140.19	15,840.95	17,234.01
Nevada	1,269,057	17,740.95	12,446.40	13,143.61
New Mexico	1,603,460	20,035.81	13,770.73	12,987.09
Oregon	8,202,912	100,562.83	57,780.70	65,075.11
Utah	6,152,726	49,458.31	53,642.95	63,207.68
Washington	14,254,608	166,612.78	68,970.16	83,173.43
Wyoming	1,037,745	17,525.26	5,612.56	8,007.03
Total	\$117,082,744	\$1,450,684.12	\$671,207.65	\$706,583.22
Colorado	9,922,672	103,659.67	38,720.74	44,104.70
	\$127,005,416	\$1,554,343.79	\$709,928.39	\$750,687.92

Ratio of losses incurred to premiums received, 48.29.

SAN FRANCISCO CITY FIRE PREMIUMS BY OFFICES IN 1913

From Coast Review Extra		Home of New York	\$ 225,829
Fireman's Fund	\$ 88,132	Century	6,409
Previous year	98,564		<u>\$232,238</u>
German-American	\$ 47,217	Previous year	273,370
Phoenix	55,962	Providence-Washington	\$ 20,638
	<u>\$ 103,179</u>	Boston	5,717
Previous year	156,567	Old Colony	1,037
Commercial Union	\$31,359		<u>\$ 27,392</u>
Palatine	16,089	Previous year	21,518
Commercial Union, N. Y.	2,767	American Central	\$ 26,888
	<u>\$ 50,215</u>	St. Paul	27,142
Previous year	64,442	Mercantile	1,249
Pennsylvania	\$ 18,854	Minnesota	1,111
Previous year	23,327		<u>\$ 56,390</u>
Niagara	\$ 39,843	Previous year	69,654
Niagara-Detroit	8,400	Springfield	\$ 71,719
Detroit	2,951	Newark	6,421
	<u>\$ 51,194</u>		<u>\$ 78,140</u>
Previous year	37,764	Previous year	100 291
Norwich Union	\$ 18,211	Svea	\$ 12,213
Northwestern	1,341	Agricultural	27,636
	<u>\$ 19,552</u>	Globe & Rutgers	25,721
Previous year, none.		Globe Underwriters	1,302
Citizens	\$ 565	Hamilton	808
Hartford	120,646		<u>\$ 67,680</u>
	<u>\$121,211</u>	Previous year	93,591
Previous year	127,277	American	\$ 20,650
Liverpool & London & Globe	\$ 239,518	Rochester German Underwriters	7,335
Previous year	295,919	Camden Fire (6 mos.)	1,001
London & Lancashire	\$ 50,798		<u>\$ 28,986</u>
Orient	17,189	Previous year	48,930
	<u>\$ 67,987</u>	Connecticut	43,663
Previous year	85,676	Previous year	56,457
Phoenix Assurance	\$ 66,262	Scottish Union	38,104
Pelican Assurance	6,669	State	2,306
	<u>\$ 72,931</u>		<u>\$ 40,410</u>
Previous year	75,932	Previous year	49,353
Ins. Co. of North America	\$ 62,084	Yorkshire	29,474
Alliance	13,110	Northern (last 6 months)	2,700
	<u>\$ 75,194</u>		<u>\$ 32,174</u>
Previous year	92,239	New Zealand	109,471
Northern Assurance	\$ 76,443	Previous year	117,801
Previous Year	119,322		

San Francisco Fire Premiums by Agencies

From Coast Review Extra

Royal	\$ 123,957
Queen	52,804
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	\$ 176,761
Previous year	270,914
North British & M.	\$ 71,365
Previous year	100,086
Caledonian	\$ 16,105
Aachen & Munich	361
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	\$ 16,466
Previous year	15,469
Sun Insurance Office	\$ 47,760
Michigan F. & M.	11,804
National	56,003
Colonial	16,919
Merchants & Traders	7,495
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	\$139,981
Previous year	193,878
Ætna	\$ 149,099
Previous year	194,127
Atlas Assurance	\$ 34,898
Previous year	46,660
Fire Association	\$ 48,118
Previous year	58,911
New York Underwriters	\$ 20,908
Home of Utah	8,244
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	\$ 29,152
Previous year	39,524
Western Assurance	\$ 25,203
Previous year	12,555
Jersey Fire Underwriters	\$ 18,748
Germania	3,491
British & Federal Fire Underwriters	896
	<hr/>
	\$ 23,135
Previous year	33,129
Vulcan Fire	\$ 4,508
Previous year	4,801
New Hampshire	\$ 27,905
Previous year	5,642
Firemens	\$ 26,294
Eastern Underwriters	7,132
German American, Pa.	2,276
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	\$ 35,702
Previous year	39,132

National Union	\$119,745
Previous year	126,169
National Ben F	54,042
Humboldt	25,741
United Fireman's	13,511
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	\$ 93,294
Previous year	76,571
German, Ill.	\$ 5,242
Rio Grande	3,879
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	\$ 9,121
Previous year (1 co.)	1,638
Northwestern National	\$ 20,987
Previous year	12,033
Glens Falls	\$ 14,259
Security	17,305
Girard	17,117
New Haven Underwriters	10,864
	<hr/>
	\$ 59,545
Previous year	46,303
North River	\$ 25,840
New Brunswick	21,136
Merchants Fire Association	14,186
Williamsburg City	10,535
United States Fire	15,838
National Lumber	3,587
	<hr/>
	\$ 91,122
Previous year	81,645
New Jersey Fire	\$ 18,017
Previous year	21,018

F. U. A. Pacific Meeting

The 38th annual meeting of the Fire Underwriters' Association of the Pacific will be on February 3 and 4. President Williams has prepared a fine program, and the clans have already captured the city. Editor Heuer has a full Knapsack, and the banquet committee is patronizing home industry.

British and Irish fire losses are believed to be about \$25,000,000 in 1913. Shaw! we can do that well out here on the edge.

The Concordia reports \$2,367,792 assets and \$1,021,949 surplus to policyholders; reinsurance reserve, \$1,120,145, a small gain.

The Honor of Lloyd's Underwriter Pleads the Statute of Limitations

From The Siren

Said one writer in his enthusiasm twenty years ago: "From its earliest years Lloyd's has enjoyed a reputation for honorable dealing of which the corporation is justly proud"; and again, "It must be admitted that Lloyd's sets an example of commercial honor and integrity that might with advantage be more generally imitated." Twenty years ago these words may have been true, but could they be written today with due regard to accuracy? We fear not. Times have changed since then. Perhaps competition has grown keener, and underwriters can no longer afford to be generous in their dealings with their clients. If so, business men have no right to complain; but when an individual or a company ceases to be just, then one may legitimately protest.

Imagine an underwriter of the old school pleading the statute of limitations for the purpose of evading payment of a loss! He would have scorned to model his business methods on those of a tradesman's defaulting debtor, having too high a regard for the traditions of an ancient institution. But now, to our sorrow, we have to record a case in which Lloyd's underwriters have actually pleaded, among other defenses, that the claim was barred by the statute of limitations. Although we are only now bringing this affair to light, the case itself is an old one. Indeed, the action was heard before Justice Scrutton as long ago as April, 1911. We have, however, had good reason for not referring to it previously, that reason being that although the matter has been disposed of so far as the courts are concerned, private negotiations have been in progress since then, and have only now been finally given up as useless. Curiously enough, the action in the courts does not appear to have been reported in a single newspaper, although the result was of enormous importance to the mercantile community throughout the world that has any dealings with insurance.

The plaintiffs, the Progress Steamship Company, of San Francisco, were the mort-

gagees of two American river steamers, and the defendant was an underwriter at Lloyd's. The action was brought to recover the amount of the defendant's subscription on two policies of insurance on those steamers against total loss only. The policies were dated June 15, 1898, and the voyage commenced on the 25th of the same month, the steamers being in tow to proceed from Portland (Ore.) to Alaska. On the way the vessels met with bad weather and sustained heavy damage, so much so that they were taken back to Portland, and sold for a very small sum, being, it was claimed, constructive total losses.

There were a number of policies with American underwriters and some with Lloyd's, and an action was brought, first of all, against one of the American underwriters, the St. Paul Fire and Marine Insurance Company. Now, American legal proceedings, are, as a rule, even more protracted than in this country, and small wonder that it was not until 1901 that judgment was given in the court of first instance, and not until 1905 or 1906 that the ultimate court of appeal decided that the plaintiffs were entitled to recover from the underwriters under their policies. The Americans thereupon paid.

The plaintiffs then turned their attention to their Lloyd's underwriters, and, being under the impression that there was an agreement made with the underwriters on this side that they would be bound by the result of the American proceedings, they naturally anticipated little difficulty. The underwriters at Lloyd's, however, denied the existence of any such agreement, and the plaintiffs were unable to produce it, nearly all the documents in the case having been destroyed in the great fire at San Francisco. An action was therefore instituted against the leading underwriter, and the legal paraphernalia started all over again here. Every defense was put in that could possibly be raised, including the statute of limitations, and the case came before Justice Scrutton.

Plaintiffs' counsel was obliged to say that his clients had hoped up to the eleventh

hour that if the defendant had a good defense to the claim he would have withdrawn his plea in regard to the statute of limitations, but as he persisted in it, he (counsel) was unable to resist it, and would have to submit to judgment. Counsel for defendant did insist, and wanted to make a statement, but Justice Scrutton told him very bluntly that he must either stand firm upon his plea or drop it; his lordship did not want to hear his reasons. Counsel persisting in his effort to explain matters, the judge caustically remarked that his client had better make his explanation at Lloyd's. The merits of the case were, therefore, not gone into. The statute of limitations had been pleaded, and that put a stop to the whole thing. It was just as effective as the pleading of the gaming act would be for a bookmaker's debtor.

Justice Scrutton took the opportunity, however, to make a few remarks in giving formal judgment. "The defendant," he said, "is not, apparently, quite happy in raising this point, and desires to address a long speech as to why he raises it. He must make that speech to the brokers who come to him at Lloyd's with business, and not to me. My duty is only to enforce the law. He has raised a legal defense, and he must have judgment with costs. Parties who have dealings with underwriters must take care, when losses happen, that they issue their writ against them at once, or obtain an agreement that the underwriters are to be bound by other proceedings." His lordship had no power to deprive a successful party of his costs under such circumstances, being governed by a decision of the court of appeal. "My personal views of the matter," he said, "have nothing to do with it." Counsel was still explanatory, but the judge rapped out, "Tell that to the brokers at Lloyd's." Thus the regrettable business ended.

We think we are correct in saying that this is the first time in the history of Lloyd's that the statute of limitations has been pleaded in a court of law by any of its members, and the reputation of the institution will certainly not be enhanced thereby. "The English underwriters," said their

mouthpiece, "feel justified and bound to plead the statute, because if a claim was to be prosecuted in circumstances like these, it would be absolutely impossible for the businesses of underwriters to be carried on." Conversely, we might say that if shipowners pay premiums to insure their vessels with Lloyd's underwriters under the impression that they have got a policy of indemnity, and are unable afterwards to recover a fraction when the ships are lost, it will be absolutely impossible for the businesses of shipowners to be carried on. In this instance the Lloyd's underwriters get off paying on a legal technicality. They knew in 1898 that the owners considered the steamers to be total losses; and in the succeeding years that proceedings were being taken in America to recover from the insurers; and though they might say afterwards that they did not consider these steamers were constructive total losses, it would certainly have been more in accordance with that high standard at Lloyd's, of which we used to hear so much, to have fought the claim on that ground, instead of the wretched plea by which they evaded payment. Such methods are not calculated to improve the reputation of Lloyd's as a body, nor enhance the value of a Lloyd's policy as a security either in the United States or anywhere else.

Obituary. — The late De W. C. Skelton, formerly president of the Phoenix was born in 1839 and began insurance work as a clerk in the Hartford Fire office. After serving in the Civil War he reentered the service of that company. For twenty-one years he was secretary of the Phoenix, for three years vice-president, and for about twenty-one years president. Mr. Skilton had visited this Coast.

Los Angeles has an ordinance requiring sprinkler equipments in the basements of stores and warehouses, etc., but these equipments are inadequate and out of date and are not subject to National Board requirements.

As to the income tax, ish ka bibble.—The Editor.

INSURANCE OF ALL KINDS

Pacific Mutual Life Figures

The Pacific Mutual Life will show \$29,-338,152 admitted assets, a gain of more than \$3,000,000. New life business paid for was \$24,088,667. Life business in force is now in excess of \$145,000,000, a gain of nearly \$12,000,000. The unassigned surplus shows a handsome gain. A splendid statement.

Occidental Life Figures

The annual statement of this Los Angeles company will show gains in assets, premiums, new business and insurance in force. Assets are now \$897,192, and will probably well exceed a million before the close of the year. Life insurance in force is \$8,738,603. Amount written in 1913 was \$3,157,239.

Gains Made by the San Francisco Life in the Past Year

The figures of the San Francisco Life Insurance Company for December 31, 1913, are as follows:

Insurance in force	\$ 7,826,000
An increase of	2,086,000
Assets	597,000
An increase of	24,500
Premiums received	276,000
An increase of	59,000
New paid for business	4,118,000
An increase of	380,000

Interest yield on mean investments and cash was 6.90 percent. During 1912 it was 6.30 percent. The mortality was a gain very favorable.

Gravity as Defined By a Sterne Man

Tristram Shandy quotes Yorick as saying:

"Gravity is an errant scoundrel, of the most dangerous kind too, because a sly one. More honest, well meaning people are bubbled out of their goods and money by it in one twelve-month than by pocket-picking and shop-lifting in seven.

"In a naked temper which a merry heart discovers, there is no danger but to itself; whereas the very essence of gravity is de-

sign, and consequently deceit; 'tis a taught trick to gain credit of the world for more sense and knowledge than a man is worth.

"With all its pretensions, gravity is no better, but often worse, than what a French wit long ago defined as a mysterious carriage of the body to cover the defects of the mind."

California Insurance Company Officers Elected

At the annual meeting of the stockholders of the California Insurance company, James K. Moffitt, E. T. Niebling, Charles H. Jones and William Thomas were the new directors elected. The directors elected officers as follows: E. T. Niebling, president; W. E. Dean, vice president; George W. Brooks, secretary and treasurer, and J. W. Warner, assistant secretary.

New Prudential Disability Plan For Home Office Employees

Newark, N. J.—As a reward for continued loyalty and efficient service, President Forrest F. Dryden has announced The Prudential Insurance Company's new plan of service disability allowances for the home office force, including inspectors, comprising over three thousand employees.

The Prudential's home office employees work under the best conditions as to fresh air, light and healthy surroundings, but there is necessarily an amount of sickness and disability among a large office staff. The Prudential management is very careful in the selection of employees and believes that there is no more loyal staff in the world. In recognition of this the company has formulated the new service disability allowance system.

Length of service and the desire to benefit sick or disabled employees and their immediate dependants were the chief considerations. The entire cost will be paid by The Prudential and no contributions will be required of the staff. All home office employees come within the plan, except the

officers and directors of the company. An employee who has been in The Prudential service one full year, if sick or disabled, will be paid in full for two weeks' absence and in addition thirty-five percent of his or her full weekly compensation for an additional two months, if the disability continues that long. The number of weeks or months for which compensation will be paid increases with each year's service. At the end of five years the compensation is as follows: six weeks' full salary for disability and thirty-five percent of salary for seven months, if disability continues that long. These periods for payment increase regularly from year to year until thirty-four years of service, when the company will pay full salaries for twenty-six weeks of disability and in addition thirty-five percent of salary for five years, if disability continues that long. The allowances will not be less than \$20 a month nor more than \$125 a month.

Late Fire Decisions

Texas—Polemanakos v. Austin Fire Ins. Co.
160 S. W. R., 1134

Cancellation—Return of Unearned Premium

Under a provision of the New York standard policy that it shall be cancelled at any time by the company by giving notice of such cancellation, and that if it shall be canceled the unearned portion of the premium shall be returned on surrender of the policy, the repayment of the proper proportion of the premium, unless waived, is essential to a valid cancellation by the company, and notice without such repayment or a tender of the amount is ineffectual.

Cancellation by Mutual Consent

Regardless of the provisions of a policy as to cancellation, the policy may be canceled by the mutual consent of the parties thereto

Question For Jury

Where an insurance company gave notice that a policy was cancelled without tendering the unearned portion of the premium, and insured did not object or request the return of the unearned premium but on the contrary thought the policy was canceled without such return and secured other in-

surance to replace that canceled, it was a question for the jury whether the policy was cancelled by mutual consent.

Texas — Austin Fire Ins. Co. v. Brown, 160
S. W. R., 973

Contract—Validity—Ownership of Property

That persons other than the party to a preliminary oral contract of insurance owned interests in the property insured did not invalidate the contract where the insurer's agent knew the facts in relation to the ownership and that the contract was for the benefit of all the owners.

Authority of Subagent

A person authorized by an agent of a company to represent him in negotiations for insurance has the same power to bind the insurance company to a contract of insurance as has the agent.

Liability of Insurer—Preliminary Oral Contract

Where a complete preliminary oral contract of insurance was entered into and the company ordered the cancellation of a policy issued thereon the day before the fire occurred, and such policy was never delivered or attempted to be delivered to the insured, and liability was denied by the company, the oral contract was determinative of the company's liability.

Who forgets old friends deserves new enemies—and will have 'em.

* * *

Whatever fails to make life worth living is not worth while.

* * *

Who runs from duty must return and fight a harder battle.

* * *

The American Central has reduced its capital from \$2,000,000 to \$1,000,000, and transferred the difference to surplus. Depreciation in values of securities is thus met.

* * *

To lend to a friend may make an end of friendship. It all depends on how he spends and whether he repays.

* * *

Who has bad teeth comes of a poor family.

Fundamental Fire Insurance Facts

By Wm. Sexton, Before The Commonwealth Club

In fire insurance all of the salvage belongs to the insured. The company pays the loss on the property and has no interest in the saved property other than ascertaining the loss thereon.

In case of an appraisement (only) the company has the right to take the appraised property at the appraised value; the company in such case being a preferred purchaser.

Everything that is manufactured and is valuable, costs in proportion to its value; and the cost of indemnity which is made up from small premiums, is no exception to the rule.

The value of insurance on collateral security depends upon the ability of the insurance company to meet its obligations at the time of the fire; and that ability depends on the rates charged and collected when the policy is issued.

The ordinary mercantile, or other transaction is based on a transfer of property for a consideration, the cost of value of the property is known to the seller, the amount of same is fixed at the time of the trade, and does not depend on any contingency.

In the insurance transaction, the cost to the company of the indemnity, to be delivered in one to five years, must be estimated in advance, and the company that sells it promises to deliver the indemnity when called for, at the lowest estimated rate, will be the least able to fulfill its contracts; but the premium being paid in advance, the buyer (the insured), and not the company, will lose on its failure to respond to the call of fire.

The company takes the "premium," the insured takes the "promise," and is interested in knowing that the company's rates are so adjusted to losses and expenses that its "promise" is likely to be good.

The expense of manufacturing indemnity, 35 to 40 percent, more than one-half of which is paid for commissions to brokers and agents, by gathering together the small premiums from scattered risks located in the country, the town and the cities, to pay

losses, is criticised; but a careful study of the methods of safely conducting an insurance company will convince anyone that the expense is necessary and cannot be reduced.

To be safe, a company must so distribute its risks and fix its rates of premium that the income from the many risks in towns and cities that do not burn will pay current expenses and pay the losses on those that do burn.

A company may write a policy for \$100,000 on property and hold only \$5,000, the other \$95,000 being given over to other offices, they in return dividing their big risks.

Offices are supplied with ground maps of towns and cities, showing the width of the streets, also the number of men in the fire departments (paid or volunteer), the equipment, water supply and pressure, the class and finish of buildings, brick, stone, adobe, ironclad, frame, brick chimneys, terra cotta flues, stove pipes, cloth and paper, distance from other buildings, and how occupied.

Every risk taken in a town or city is mapped, showing the amount carried, the amount given to other offices and date of expiration.

The map shows the amount known as the "line" in force in and (or) on a building, also the limit in blocks and the limit of liability in conflagration districts of towns and cities.

A "line" is the amount that a company will carry in and (or) on a building.

A "block limit" is the amount a company will carry in and (or) on the total number of buildings in a block; a town or city "conflagration limit" is the amount that a company will carry in districts subject to general conflagration, based on the water supply being earthquake proof, and on the personnel and equipment of the fire department, and which it can pay from the surplus fund without drawing on its capital.

Classification accounts are kept with different classes of property, classes of buildings and localities, making a thousand or more separate accounts to which premiums are credited and losses and expenses are

charged. This account shows the cost of carrying each class of property in each class of building in each class of city or in the country, and rates are made from this classification.

Confusing Wireless or Radio Messages at Sea

Eighty-five percent was quoted at the close of business on the little ship Benefit, since the name of the vessel has been linked with a report received by the Cunard Company from their Carpathia (says the London Times.) According to this message, the Carpathia had passed the steamer Rio Colorado with the crew of the three-masted schooner "C. F. G. D. C. H. F. M. C. M. L. S., Parrsborough, Betty Island." Underwriters immediately set to work to translate these letters according to the International Code. Splitting the letters into four groups, they found that "C. F. G. D." was the combination used for "Beg;" "C. H. F. M." for "E. F." and "C. M. L. S." for "I. S. W." "Begefsw" could scarcely be the name of the ship, but it was obvious that if there had been only slight mistakes made in reading the message the signal letters for Benefit might well have been intended. This conclusion was supported by the fact that the Benefit is owned at Parrsborough, and that the same code letters which spelt "Betty Island" could also have formed the words Novia Scotia, in which Parrsborough is situated. The Benefit is a wooden three-masted schooner of 258 tons, built in 1900, and left Novia Scotia on December 1 for St. Jago.

From the Bingtown Bugle

There is no telling what a day may bring forth!

One night a man goes to sleep in peace and security and next morning he wakes up scandalized before the whole world. That's what has happened to Seth Dewberry, our heroick town constable, also to Arioeh Skinner, Plutarch Stone and Hez Wilkins, our towu selectmen in who we have put our trust.

Tother evg down to Hen Weathersby's

store it happened that the three selectmen all chanced to drop in during the course of the evg to git warm by Hen's stove and indulge in smoking and soshial intercourse. Well, being as they found theirselves all together, the selecktman thort it would be a good idee to hold a offishial meeting to transackt town bizness if there was enny.

Arioeh Skinner, who is chairman of the selectmen, said that sinst they haddent had a meeting sinst goodness knows when, he thort it wouldn't be a bad idee to hold one, so Arioeh walked over to the back end of the store and set down handy to the smoked herring and called the meeting to order. Plutarch and Hez follered him.

Seth Dewberry, our lion-hearted town constable, up and asked if it was a seckret sesshion or would the other citizens present be permitted to take part. Arioeh told Seth that as selectmen of Bingville they diddent have nothink to conceal, and that the meeting was publick and above board.

"In that case," said Seth, "I desire to ask for a appropriashion of \$0.50 cents from the town treashury to purchase a water pail for the Bingville Fire Dept., whitch now consists of only five pails, whereas there ort to be six, being as during the last fire when Deacon Snodgrasses hen house was entirely consoomed one of the water pails was lost in the scrimmage & aint been seen sinst, although the Deacon has a pail that looks a good eal like the one what disappeared. Therefore, I move that 50 cts. be voted to purchase a new pail with, and I therefore ask for a report as to how much money is in the Bingville town treashury. Then Seth set down.

Arioeh asked Plurtarch Stone, who is town treashurer, to report how much was in the treashury. Plutarch got up, turned his pants pocket wrong side out and counted what money he had in it. Then he says, "I find there is eight dollars and 75 cts. in the treashury."

U. S. Manager Richards of the North British & Mercantile has written a letter to the National Board, urging it to take up the question of classification, loss reports and uniform rating in view of present tendencies of legislation and supervision.

CHIPS

—Index for 1913.—A fairly complete index of the Coast Review's contents for the past year—such articles and tables as may be referred to hereafter—has been printed. If you bind the Coast Review, and do not receive your index 1913, drop us a postal and a copy will be mailed to you.

—The Home has entered Hawaii. Assistant General Agent Sheahan is now in Honolulu, arranging for the admission of the company and the appointment of agents.

—The Toledo Life is in "grave" trouble. Manager Ralph K. Hubbard has resigned. A complaining stockholder was threatened with a thrashing at the annual meeting.

—In the Pacific department of the Aetna G. F. Roberts has been appointed a special and A. R. Muir is out. G. E. Townsend is office manager but is of a field fiber too.

—A verdict, arrived at by adding the estimate of all the jurors as to the damages and dividing the total by the number of jurors, held a quotient verdict, though afterwards agreed to by each juror.

—Some of the offices in San Francisco close accounts early in December, and others, near the 20th. Some few, too, wait until every bill, every loss, in December is filed and paid if possible; but the latter custom is much honored in the breach. To clean up accounts and get statements into early and satisfactory shape, it is better to "close" by the 15th or 20th, and put the lagging bills and claims into the January account.

—MILITARY FUNERAL.—The late C. Mason Kinne, for many years with the Liverpool & London & Globe in this field, was given a military funeral. Services were in the chapel in the Presidio at San Francisco. The remains were interred in the military cemetery on the government reservation, with the usual military honors. Many insurance men were present at the obsequies in Berkeley and San Francisco. The pallbearers were: Loyal Legion—Gen. F. M. Cox, Col. J. B. Fuller; Grand Army—Capt. J. S. Marshall, E. A. Dakin; Fire Underwriters—Wm. Sexton, W. J. Dutton.

—The legislative investigation of fire insurance has begun.

—"Death loves a shining mark"—and envies prosperity.

—Life men are warned against A. M. Fern or Fernbach, who speaks with a German accent.

—It is fundamentally wrong to levy a tax on insurance.—Colorado Insurance Commissioner Saul Epstein.

—Man is a product of his necessities and his opportunities. The by-product is character, which may be the purpose of it all.

—The home general agency of the Pacific Mutual continues under the management of John Newton Russell, who is now assisted by James L. Collins.

—The United States Life has re-entered Colorado, with E. A. Sproul as general agent. This company was formerly in California, where its reputation was excellent.

—Victory! — Attorney T. C. Coogan had charge of the insurance tax case before the supreme court of California and won a complete victory for the companies interested.

—The San Francisco Life Insurance Co. called together its high chiefest men and all conferred about the camp-fire, preparatory to a fine feast in the evening, which it was our misfortune to miss. This toiler blames the tailor.

—Man's belief in continuity—of himself at least—is more than habitual: it is intuitional. The man who truly believes it, insures his life—if he can. And what is man? Surely not the seeming—not the visible and conventional—but the actual, which no man glimpses or suspects.

—In absence of statute, insurance companies may limit the authority of their agents, and an applicant dealing with an agent whose authority is expressly limited by the application cannot take advantage of any act of the agent in excess of such limited authority.—Modern Woodmen of American v. International Trust Co., 136 P. 806.

—Digest of Workmen's Compensation and Insurance Laws of the United States. By Workmen's Compensation Publicity Bureau, 80 Maiden Lane, New York.

—Accident.—The Goins case is now before the supreme court of California. He is suing the S. P. R. for the loss of a foot which he values at \$100,000. The Continental Casualty settled his claim at 50 percent.

—The new, amended liability law of California makes every employer liable, excepting the farmer and exempting house servants—which may make the law unconstitutional. Meantime the employer should protect himself with a workmen's compensation policy in some good company.

—Life.—Chicago is the seat of a stockholders' protective committee, and Thomas P. Flynn is the chairman, which is resolved to unseat President Cadigan of the New World Life of Spokane, and all his wicked partners. The Coast Review has printed several warnings against this company, because of its expensive management.

—Life.—There are two kinds of group insurance—one which is about the same as industrial insurance, in individual sums and with no greater hazard, perhaps with less hazard; the other, not industrial, but rather clerical, which takes all kinds of risks and ages, in much larger sums. The first company to write group insurance was the New York Life, which reinsured without medical examination, at all ages, the members of an expiring assessment association—in Maine, if we remember correctly. The reinsurer did not repeat the gamble. The Equitable and the Aetna are now writing (and defending) groups of all sorts of lives, and different kinds of employment, without medical examination. The fraternalists fear they are preparing to gobble them at cut rates and in contempt of all doctors' lore. One of the companies' high official says if he could rope in a street-block full of people and insure them all, he could safely do so without medical examination, and their average length of life would be equal to a similar number of selected lives approved by the doctors. Perhaps he's right.

—Handwriting.—The Western C. & G. Co. has bought a controlling interest in the California Guarantee Life & A. Co. of Sacramento. Farewell, youngster.

—Manager Avery of the Fire Association and Philadelphia Underwriters will go to British Columbia in a few days, but he will not enter his companies in Alberta before Spring.

—The Fireman's Fund now has a pension system which retires all employees at age 65. The company will thereby lose the services of some very good men, not easily, possibly never, replaced.

—President Faymonville of the Fireman's Fund was formerly a local agent for the company. His attention to business and his neat diagrams and applications and his letters to the company attracted favorable attention at the home office. The result was an offer of a position with the company.

—J. Lester Parsons, vice president of Crum & Foster of New York, visited San Francisco last week. Crum & Foster and Geo. A. Viehmann, president of the New Brunswick, are owners of the Associated Underwriters' Inc. of San Francisco. This agency is now under the conservative management of Wm. W. Alverson.

—Sonoma County, Cal.—The great Petaluma poultry industry is threatened by free trade. Eggs from unsewered China, fed on unmentionable filth of streets and gardens, are being imported at an initial cost of 8 cents a dozen, and the California egg industry languishes in the cold shadow of the new moral hazard.

—Frank Hunter, who has been appointed assistant manager of the Norwich Union's Pacific department, was for many years a special agent for the Northern in the Northwest. He was later made manager of the Metropolitan department at San Francisco, and built up a very large city business. He has always been popular with the brokers, and has been doing some very good work for the Norwich Union.

GENERAL

Salmon.—The 1913 salmon pack on this Coast exceeded 8,000,000 cases, a gain of more than 2,000,000 cases over the largest previous pack. The results of the season's operations have been unremunerative for all but a few salmon packeries. Canned salmon has been sold at largely reduced prices, and few canning concerns have made money. The Alaska Packers Association's insurance fund increased \$303,892. The insurance fund is now \$1,841,248. The association now owns 9 ships, 12 barks, 1 barkentine, 3 schooners and 63 steamers and launches, a total of 88 vessels. Last year it operated 14 canneries in Alaska and 3 on Puget Sound.

The insurance agents of the United States will be interested to know that the government proposes to launch itself in the insurance business, which will be a fact if a rider to the post office appropriation bill, proposing a guaranty fund, is enacted into law. It is true that, on account of the

premiums on post office bonds being extremely low, no single agent will lose a considerable amount of commissions; nevertheless, the principal enunciated in this bill is fundamentally wrong. There is no more reason for the government undertaking to go into the insurance business than there is for the government to engage in any other business in competition with private enterprise. It would seem high time for the sensible business men of this country to bitterly oppose the encroachment of the government into the fields of private enterprise. It is just a stepping stone to advanced socialism. There is no logical reason why the government should take this step. The reasons advanced for the government going into the insurance business are not sound and are not even based upon facts.

Marine.—The world's marine losses in 1913, as previously estimated in these columns, were about \$35,000,000, according to complete figures made in London.

Pacific Mutual For Pacific Coast Agents

*The Best Opportunities for High Class Field Men
in a Company with a Clean Past and a Great Future*

CALIFORNIA AGENCIES:

LIFE DEPARTMENT

JOHN NEWTON RUSSELL, Jr., Manager
517 West Sixth St., Los Angeles

KILGARIF & BEAVER, Inc., Managers
5th floor, Shreve Bldg., San Francisco

WHITTINGTON & COLLINS, Gen'l Agents
1010 Van Nuys Bldg., Los Angeles

ACCIDENT DEPARTMENT

THE McCUISTION CO., Gen'l Agents
414 Story Bldg.,
Los Angeles

F. A. STEARNS, Manager
5th floor, Shreve Bldg.,
San Francisco



Organized 1868

Queen

Insurance Company
Of America, N. Y.

NET ASSETS, (JAN. 1, 1913) . \$9,994,450.00

NET SURPLUS, " . 3,961,146.00

E. F. BEDDALL

N. S. BARTOW

GEO. W. BURCHELL

President

Secretary

Vice-President

Gross Assets ^{JAN. 1} 1913 \$104,642,884

Exclusively Fire Assets 46,944,394

Net Surplus - - 17,684,610

Losses Paid - - 247,700,319

Transacts Largest FIRE Insurance Business of any Company in the World

GEO. CHAPPELL, Manager

J. J. ATKINSON, Sub-Manager

LIVERPOOL, ENGLAND



DEPARTMENT OFFICES: Boston, New York, Chicago, Atlanta
San Francisco, Montreal.  Agencies in all principal Cities and Towns

ROLLA V. WATT, Pacific Coast Manager

JOHN T. FOGARTY, Assistant Manager

FREDERICK B. KELLAM, Branch Secretary

ROYAL INSURANCE BUILDING. SAN FRANCISCO

SPECIAL AGENTS: Frank M. Gilcrest, H. R. Burke, J. K. Urmston
J. B. Walden, D. L. Stewart, C. D. Gabrielson, E. P. Eldred,
J. H. Banks, F. J. Perry, J. T. O'Brien, R. S. Folger, Matt B.
Evans, (automobile) C. A. Luhrs.

FIRES

Dec. 26 — Anderson, Cal., F. Boyce dwg, Mill st.	\$ 7,000
Dec. 29 — Marshfield, Or., Montgomery block	25,000
Jan. 1—Baker, Or., railway warehse	8,000
Jan. 2—Indianapolis, general . . .	250,000
Jan. 2 — San Francisco, Jas. de Fremery Co., 519 Mission	8,000
Jan. 2 — Covina, Cal., orange packery of Orange Growers Assn., insured in Mutual Indemnity Co.	20,000
Jan. 4—Sacramento, St. Pauls Episcopal church	15,000
Jan. 5—Selleck, Wash., Pacific States Lum- ber Co., sawmill. Insured in Lumbermen's Indemnity Exchange	200,000
Jan. 5—At 710 Montgomery, San Francisco, Daily News Canessa Print. Co.	
January 7—Gallup, N. M., Harvey house and Santa Fe depot	40,000
Jan. 9—New Orleans, distilleries .	700,000
Jan. 10—Winnepeg, two hotels . .	200,000

January 13 — Guerneville, Cal., Fairmont
Villa hotel 8,000

Jan. 18—Reno, Nev., stores

Jan. 20—Oakland, Cal., schoolhouse 30,000

In Ohio it is proposed to allow state
banks to act as local agents.

Thomas E. Gallagher, Western man-
ager of the Ætna, has been elected
president of the Western Automobile
Conference.

Henry L. Rosenfeld, who for many
years has been assistant to the presi-
dent of the Equitable Life, has been
promoted to fourth vice-president.

The hair of the brown Asiatic races
is cylindrical; that of the white races
is oval.

Real estate "sales," boastfully mentioned
in the prints carrying realty agents' ads,
are these days merely trades. Realty does
not "move" much in rainy weather.

Fire and Automobile Insurance

American of Newark

Chartered in 1846

Capital Stock	\$1,000,000.00
Liabilities	5,431,072.05
Special Reserve Fund	300,000.00
Net Surplus	3,135,102.52
Total Assets	\$9,866,174.57

P. L. HOADLEY, Pres't.

C. W. BAILEY, Sec'y.

Pacific Department, San Francisco, California

GEORGE O. HOADLEY, Manager

THOS. H. WILLIAMS, Asst. Mgr.

MAPS FOR SALE*By The* **FIREMAN'S FUND INS. CO.**

City	Volume
Oakland, Cal.,	three
Spokane, Wash.,	one
Spokane, Wash.,	two
Tacoma, Wash.,	one
Tacoma, Wash.,	two
Portland, Or.,	one
Portland, Or.,	two
Salt Lake City, Utah,	one
Salt Lake City, "	two

ANSWERS

W.—Yes, fire companies will insure pets—carpets.

J.—The company you refer to had some net surplus on July 1. The new figures will appear about the last of January—unless meantime the company reinsures.

E.—Your company has withdrawn twice at least from California.

MISCELLANEOUS

California has 263 high-school buildings, of which 117 are built of wood, 96 of brick, 42 of concrete, and 8 of stone. Of 4,273 elementary - school buildings, 3,927 are of wood.

On Jan. 15 there were 217,274 idle freight cars in this country, against 164,044 idle cars twelve months before.

Success

"What is the secret of success?" asked the Sphinx.

"Push," said the Button.

"Never be led," said the Pencil."

"Take pains," said the Window.

"Always keep cool," said the Ice.

"Be up to date," said the Calendar.

"Never lose your head," said the Barrel.

"Make light of everything," said the Fire.

"Do a driving business," said the Hammer.

"Aspire to greater things," said the Nutmeg.

"Be sharp in all your dealings," said the Knife.

"Find a good thing and stick to it," said the Glue.

"Do the work you are suited for," said the Chimney.—Baltimore Sun.

"Don't be a bore," said the Cannon.

"Always be candid," said the Candy.

He was born of poor but honest French parents in Ireland, and spoke every language but that of his native land. This Irishman has lived nearly all his life in San Francisco. What do you suppose his business is? It is blowing holes in macaroni for Italians to eat.

FIRE and AUTOMOBILE INSURANCE**PACIFIC COAST DEPARTMENT****WILLIAMSBURGH CITY FIRE INS. CO.***Organized 1853***MERCHANTS FIRE ASSURANCE CORPORA'N***Organized 1910***NEW BRUNSWICK FIRE INSURANCE CO.***Organized 1826***NORTH RIVER INSURANCE CO.***Organized 1822***UNITED STATES FIRE INSURANCE COMPANY***Organized 1824***ASSOCIATED UNDERWRITERS, INC., General Agent****WM. W. ALVERSON, Manager****374 Pine Street, - - San Francisco, California**

AMPLE FACILITIES for Handling Large Lines. AGENTS WANTED in California, Oregon, Washington, Idaho, Montana, Arizona



Main Offices
56 Cedar Street

ORGANIZED
APRIL 13th, 1853

THE HOME Insurance Company NEW YORK

ELBRIDGE G. SNOW,
President

The completion of SIXTY YEARS finds THE HOME in the premier position among the Insurance Companies of the world not only in respect of FIRE ASSETS and SURPLUS to POLICY-HOLDERS—but with an unexcelled record for fair dealing in every emergency as well as in ordinary routine—with an unsurpassed equipment, and with the ability as well as the readiness to serve the public, its agents and brokers.

THE FIDELITY & CASUALTY CO. OF NEW YORK

92 Liberty Street, New York, N. Y.

SEMI-ANNUAL STATEMENT, JUNE 30, 1913

Assets	\$10,824,349 81
Liabilities	7,903,328 86
Capital	1,000,000 00
Surplus over all liabilities	1,921,020 95
Losses Paid to June 30, 1913	42,907,985 38

This company issues contracts as follows :

Fidelity Bonds; Surety Bonds; Accident, Health, and Disability Insurance; Burglary, Larceny, and Theft Insurance; Plate Glass Insurance; Liability Insurance; Employers, Public, Teams (Personal Injury and Property Damage), Automobile (Personal Injury, Property Damage and Collision), Physicians, Druggists, Owners and Landlords, Elevator, Workmen's Compensation; Steam-Boiler Insurance; Fly-Wheel Insurance.

Pacific Coast Department: { California—CHAS. J. BOSWORTH, General Agent, Merchants Exchange
San Francisco. Washington and Oregon—SEELEY & CO., 111 S. 10th
St., Tacoma; Coleman Bldg, Seattle; Board of Trade Bldg, Portland.



Prudential Policies

are low in cost and every feature is guaranteed. They are attractive to the public. Prudential policies SELL.

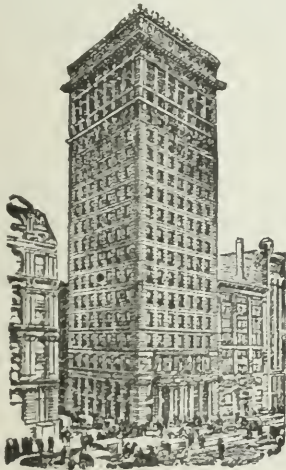
Write us about an agency.

THE PRUDENTIAL INSURANCE CO. OF AMERICA

FORREST F. DRYDEN, President.

Home Office, NEWARK, N. J.

Incorporated as a Stock Company by the state of New Jersey.



Prevent Losses through dishonesty. Our special short form Insurance Bond guarantees absolute protection.

American Surety Company OF NEW YORK

The Largest Surety Company in the World

RUDOLPH SPRECKELS, RESIDENT VICE-PRES.

JAMES K. LYNCH, RESIDENT VICE-PRES.

CHARLES A. SHURTLEFF, Counsel

R. D. WELDON, Manager, Pacific Coast District

Brewster Cameron, Jr., Acting Mgr. for Northern California and Nevada
Merchants National Bank Bldg. San Francisco. Telephone Kearny 1099

To test eyesight, according to Sir Francis Galton, cut out a small piece of white paper $1\frac{1}{2}$ inches a side, paste

it on a large piece of black paper, and mark how far a person can distinguish whether the square is held straight or diagonally.

FireAutomobileMarine**COMMERCIAL UNION****ASSURANCE COMPANY, Ltd.**

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	56,579,048
Total Liabilities, including re-insurance reserve	46,019,127
Cash Surplus to Policyholders	10,559,921
Total Amount of Claims Paid	175,573,348

Assets in United States Held by Trustees, \$7,643,751ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE***Security Building, 343 Sansome St., San Francisco*****E. T. NIEBLING, Manager****R. C. MEDCRAFT, Assistant Manager****FIRE**

Kentucky's new law authorizes the state rating board to fix maximum rates for all classes of risks. Thus does the need of fire underwriting talent disappear into the punk past. Moreover, the companies must turn over to the politicians all papers, maps, rate slips, tariffs, surveys, inspections, records, institutions, suspicions, brains, etc., under heavy penalties. The state board will hereafter have all the politicians needed, as specials, surveyors, inspectors, clerks, mysteries and mistresses, for all which the fire and sprinkler leakage companies will be required to pay. Making higher rates than the state board is making, the underwriters have been losing money in this state. Organized locals favored the state board.

Federal Surety Fund

The appropriation bill at Washington has a rider providing for a guaranty fund made by assessing postal officials and employees.

Marine Danger.—The bureau of navigation at Washington says that ships carrying gasoline are endangered by the operation of wireless equipment on board. Electric sparks jumping between wires or over small gaps may start fires.

Marine Loss.—Str. Santa Catalina, from New York to San F., arrived with 2,000 tons of cargo, or one-fourth total, destroyed by fire and water. Fire fought for ten days at sea.

We want to help every company and every agent.

American Surety Co. — R. R. Brown, supt. of agencies, has been elected first vice president. F. J. Parry succeeds him.

Mutual. — The policyholders' strenuous opposition to any assessments caused the liquidation of the Central Canada Mfgs. Mutual.

GOOD SERVICE is the foundation upon which to erect a successful business. Brief, liberal, clearly expressed policies, with guaranteed low cost, are serviceable alike to policyholders and agents.

For agencies address

THE COLUMBIAN NATIONAL LIFE
BOSTON, MASS.

ARTHUR E. CHILDS,
President

WM. C. JOHNSON,
Vice-President and Gen. Mgr.

Union Assurance Society, Ltd.

1714

OF LONDON

1913

Assets, \$6,000,000.00

PACIFIC DEPARTMENT

HARRY H. SMITH, Manager

Insurance Exchange Building, 433 California St., San Francisco

ORGANIZED 1797

The Norwich Union Fire Insurance Society, Ltd.

Of Norwich, Eng.

ASSETS OVER \$10,000,000

LOSSES PAID OVER \$100,000,000

Northwestern Fire and Marine Insurance Co.,

Of Minneapolis, Minn.

Assets, - \$995,596

Capital, - \$300,000

Surplus, - \$334,591

PACIFIC DEPARTMENT

J. L. FULLER, Manager

332 Pine Street,

SAN FRANCISCO

Pacific Coast Department

Aachen & Munich

Fire Insurance Company

430 California St., - - San Francisco, Cal.

A. C. OLDS, Manager

City Sans Sense and Sentiment

Boston and New York and other large, old cities preserve the grave yards of their pioneers. Those cities build around them, and the historic burial places are, in a way, city assets. But in San Francisco the dead do not vote, and the mayor and "the eighteen" do ordain that the burial places of the pioneers shall be turned into suburban town lots in the midst of 10,000 vacant lots. Because the owners of mercantile houses near by are sure 'twill help

business. The space is not needed for dwellings, and as in Boston the street car company could tunnel beneath the "houses" of the helpless dead. But the dollar rules, and to enrich a few directors of improvement clubs the cemetery-lot owners are to be dispossessed and fined two or three hundred dollars each. Sir, said the pious Los Angeles lady: your San Francisco is a very wicked city, and that is why the Lord sent an earthquake and a consuming fire to punish you.

GOOD AGENTS WANTED

THE

West Coast Life Insurance Co.

Home Office: West Coast Life Building, Northwest Corner
Pine and Leidesdorff Streets, San Francisco

ORIGINAL AND ATTRACTIVE
ORDINARY AND INDUSTRIAL

Policies Which Meet With Instant Favor

OFFICERS— THOS. L. MILLER, *President*
C. O. G. MILLER, *Vice-President*
JULIAN SONNTAG, *second Vice-President*
WILLIAM C. HAMMOND, *Secretary*

Health and Accident Insurance

KIMBALL C. ATWOOD, *President*
WILFRID C. POTTER, *Secretary*

The
Preferred
Accident Insurance
Co.
OF NEW YORK.

Assets, January 1, 1913	\$2,927,027 58
Surplus and Reserve (including Capital) for the Protection of Policyholders	2,613,849 13
Claims Paid, Over	9,000,000 00
Voluntary Reserve for Contingencies	100,000 00

HEALTH AND ACCIDENT POLICIES

The Best Insurance for Business and Professional Men The Easiest Insurance for Agents to sell
Liberal Commissions and Renewal Contracts to Good Men

GEO. C. FARRELL, Manager Pacific Coast Dept.

456-457-458 Mills Building, San Francisco

Agents Do Well who Represent the
SAN FRANCISCO LIFE INSURANCE COMPANY

**Experienced Life Insurance Men
 and Successful Business Men Direct its Affairs**

Business and Resources are Increasing. Interest Earnings are
 6.30 per cent. Low Mortality Experience Shows
 Good Class of Policyholders.

Home Office: 57 POST ST. San Francisco, Cal.

GERMANIA

FIRE INSURANCE COMPANY,

NEW YORK.

ORGANIZED 1859.

Statement, January 1, 1913.

Cash Capital, - - -	\$1,000,000 00
Assets, - - - - -	7,213,762 27
Net Surplus, - - -	2,613,814 88
Surplus for Policyholders	3,613,814 88

HEAD OFFICE

Cor. William and Cedar Sts.

A Traveler's Observations

Kindness isn't just being easy.

The truly efficient are never ungrateful.

To labor without shame is to die without fear.

Did you ever notice that quiet people are usually efficient?

The devil doesn't hate holy water any worse than a political crook hates publicity.

It is of interest to know that buggy is not the Americanism it is so commonly considered. The object and its name came into English from India. In Hindostani "bagghi" means a light traveling cart. Before a rational system of transliteration was introduced buggy very well represented the colloquial sound of the Indian word. It is derived from the verb "bag," meaning to be in motion. After leaving India the word has had different meanings; in England it is used of a light vehicle with two wheels, in America of one with four wheels.

Did you ever notice that there is always a cheap restaurant very near to a big, high-class hotel? — Cottrell's Magazine.

Why can't the pitcher hit the ball?

Every real baseball fan has at some time or other asked this question.

Brown & Powers, printers, San Francisco, have failed. They were cut-raters.

HOME LIFE INSURANCE COMPANY OF NEW YORK

—The Fifty-third Annual Statement of the Home Life Insurance Company, of which Geo. E. Ide is President, shows that most satisfactory progress has been made during the past year; that the gain in insurance in force is over five and one-half millions, the amount in force being now nearly \$111,000,000. After providing for the various funds for the protection of the policy obligations, there remains upon a most conservative basis of valuation a surplus of nearly two millions, over and above the fund of two and one-half millions which is set apart for deferred dividends, an item ordinarily included in the surplus account. The payments to policyholders during the year amounted to nearly three millions, including over half a million dollars in dividends to policyholders.

—“*The Com'cl & Fin'cl Chron.*” 1-25-13.

For Agency apply to

GEO. W. MURRAY, Supt. of Agts.,

256 BROADWAY, NEW YORK, N. Y.

The FRANKFORT General Insurance Co.

Established 1865

Entered United States 1896

U. S. Department, 123 William St., New York, N. Y.

**Workmen's Compensation
Workmen's Collective
Liability
Burglary
Personal Accident and Health
Industrial Accident and Health**

Agents Wanted For Unoccupied Territory
Apply to New York office or to

WALTER A. CHOWEN,

Pacific Coast General Agent

340 Sansome Street San Francisco

Central California Agency

BEN LEONARD COMPANY

617 “J” St., Sacramento, Cal.

Southern California Agency

CONSOLIDATED AGENCY COMPANY

334 Central Building, Los Angeles, Cal.

AGENTS WANTED

To Solicit Subscriptions for The Coast Review, now in its 43d year. Good commissions. Sample Copies sent in advance. Will pay well any active man. Special offerings. Write Publisher for further particulars.

National Union Fire Insurance Company

of Pittsburg, Pa.

Cash Capital,	-	-	-	-	\$1,000,000.00
Surplus to Policyholders,	-	-	-	-	1,545,227.00
Assets,	-	-	-	-	4,136,638.00

**METROPOLITAN DEPARTMENT
SAN FRANCISCO**

604 Merchants Exchange Building

DIXWELL DAVENPORT.

E. C. DIETZ.

MANAGER

ASS'T MANAGER

FIELD REPRESENTATIVES:

R. R. Roper, NORTHERN CALIFORNIA

604 Merchants Exchange Bldg, San Francisco

Wm. M. Stodghill, SOUTHERN CALIFORNIA

302 Stinson Building, Los Angeles, Cal.

FIRE

The Assured's National Mutual Fire of Decatur, Ill., is impaired. The examiners found “expected premiums” entered as assets. A surplus of \$20,200 was shown when there was a deficit of \$20,000. Unpaid losses were underestimated, and long term premiums were quickly written off as earned.

Percy B. Sullivan, the poohbah, is a wonder.

Chicago lost three general offices in 1913: Law Union & Rock, Connecticut, Glens Falls. Cincinnati lost the Western department of the Phoenix of Hartford.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . \$25,000,000.00

ASSETS IN UNITED STATES, \$2,826,707.00

Office : **430** California Street, San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

FIRE

Oakland, Cal., Board. — George D. Troy has been re-elected president of the Oakland board of fire underwriters, with R. S. Floyd vice president, C. Fred Burks secretary, and V. D. Stewart treasurer. The executive committee includes John Stronberg, Frank W. Anderson, C. I. Magill, E. McAuley, W. N. Thompson and J. Carl Seulberger.

The Continental has appointed J. R. Wilber agency superintendent in the West.

GENERAL

California has just had a few hail storms with no damage.

The New Brunswick Fire is paying every one of its office employees receiving \$500 or more salary a bonus of 10 percent in capital stock. Those receiving smaller salaries receive 5 percent in stock.

The Roman Catholic Church has refused to stand sponsor for the new Catholic & General Ins. Co. of Great Britain.

Statements showing the standing of the

CALEDONIAN INSURANCE COMPANY		Of Edinburgh
		The oldest Scottish Fire Office (Organized 1805)
Capital	\$5,078,365 32	Assets \$19,557,563 20
Capital, paid up	537,500 00	Net Surplus 2,230,403 19

CALEDONIAN-AMERICAN INSURANCE COMPANY		Of New York
Capital . . . \$200,000 00	Cash Assets . . . \$253,114 00	Surplus to Policyholders . . . \$238,104 00

THE SCOTCH UNDERWRITERS

Assets	\$19,557,563 20	Net Surplus	\$2,230,403 19
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Pacific Department Office: 430 California Street, San Francisco.

A. C. OLDS, Manager

BALFOUR, GUTHRIE & CO., Pacific Coast Directors

Pacific Surety Company

OF SAN FRANCISCO, CALIFORNIA

*Accident and Health
Plate Glass*

*Employers' Liability
Workmen's Compensation*

INSURANCE THAT INSURES

C. H. CRAWFORD,
PRESIDENT

ESTABLISHED
1885

THE LONDON ASSURANCE CORPORATION OF LONDON

Cash Assets, \$24,899,825.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS — C. W. ROHRER, Los Angeles, Cal.; ROD E. SMITH, Portland, Oregon;
T. S. HEATH, Denver; J. E. JOHNSON, Spokane; P. R. WEINMANN, B. L. PENFIELD, San Francisco.
PERCY J. PERRY, Seattle.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. HACKETT, Supt. of Agents

Pacific Branch—Southeast corner Sansome and Pine Sts., San Francisco

Applicant Must Swear

New Hampshire now requires a written application for an agency license, made on an official blank, and answering questions as to previous work and other pertinent and important things. This application must be sworn to be-

fore a justice of the peace. No license is granted without it.

Oh Hail. — The state hail insurance fund of North Dakota has been declared unconstitutional.

The tango is said to be incendiary. It makes some people quite warm.

Licensed by the State of California Insurance Department.

Property Underwriters Association

Of San Francisco, Cal.

AUTOMOBILE INSURANCE

Complete Coverage

FIRE INSURANCE

MOTOR CYCLE INSURANCE

C. J. STOVEL, Manager and Attorney

Stovel Bldg., San Francisco

Telephone Kearny 2568

Branch Office: No. 207 I. W. VAN NUYS BLDG., LOS ANGELES

CONNECTICUT MUTUAL LIFE INSURANCE COMPANY

Stands alone in having paid to its policyholders in death claims, endowments, dividends, surrender values, annuities, and other credits more than they have paid to it in premiums.

Premiums received since organization, 1846-1912 \$280,438,555.87

Returned to policyholders as above noted, in the same period 288,936,237.13

Excess of amount so returned 8,497,681.26

Insurance in force December 31, 1912 209,394,597.00

The only company with such a record is the best company to represent.

President, **JOHN M. TAYLOR**, Hartford, Ct.

GENERAL

Golf. — Freak matches are common in Scotland. In one case, an archer played against a golfer, the archer dressed in armor and using his bow and arrows to drive the ball.

Chicago has four municipal golf courses and on these and other courses in the one city alone about 10,000 golfers play on nearly every holiday in the golf season.

Cleveland, only a fourth as large as Chicago, has three municipal and a score of private golf courses.

Philadelphia has 28 golf courses within a radius of 10 miles from the center of town, and enough persons utilize these courses regularly to make up 250 baseball teams.

Not long ago golf enthusiasts of the Allegheny Club in Pittsburgh made up a purse of \$4,000 as a wager that a golf ball could not be driven over four and one-half miles of city streets in 156 strokes. The contest started at dawn and the distance was covered in 119 strokes.—Cottrell's Magazine.

New York.—The Woolworth building at the Park place corner is 791 feet $\frac{1}{2}$ inch, at the Barclay street corner 792 feet, at the Park place entrance 792 feet $3\frac{1}{2}$ inches, and at the Barclay street entrance 793.5 feet. The average height is 792.1 feet.

Conrad Witkowsky, Western manager for the Hamburg-Bremen, at Chicago, is dying.

American Central INSURANCE COMPANY
of St. Louis Established 1853
Assets, \$5,549,279 Surplus to Policyholders, \$2,410,275 Losses Paid, \$26,531,745

St. Paul F. & M. INSURANCE COMPANY
of St. Paul, Minn. Established 1865
Assets, \$8,785,319 Surplus to Policyholders, \$3,351,370 Losses Paid, \$44,006,102

LLOYDS PLATE GLASS INSURANCE COMPANY, NEW YORK

Mercantile F. & M. UNDERWRITERS of St. Louis
Assets, \$5,549,279
Surplus to Policyholders, 2,410,275

Minnesota UNDERWRITERS of St. Paul
Assets, \$8,785,319
Surplus to Policyholders, 3,351,370

TERRITORY—California, Oregon, Washington, Idaho, Montana, Utah, Nevada and Arizona

CHRISTENSEN & GOODWIN, Managers

Pacific Department:—235 to 241 SANSOME STREET, SAN FRANCISCO.

Fire Association

Organized 1817

Of PHILADELPHIA

Began on Coast 1873

Paid \$1,835,930 San Francisco Conflagration Losses

Cash Capital, -	\$ 750,000.00	Cash Assets, -	\$9,091,141.00
Net Surplus, -	2,590,263.00	Policyholders Surplus, -	3,340,263.00

PHILADELPHIA UNDERWRITERS

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets, -	\$26,907,330.00	Surplus to Policyholders, -	\$12,185,135.00
Net Losses Paid in San Francisco in 1906, - -		\$5,064,178.03	

FRANK M. AVERY, Manager California, Arizona and Nevada

Special Agents: T. F. O'GRADY, San Francisco; GEO. F. STANIFORD, Los Angeles

315 California Street, - - - San Francisco

GENERAL

The Mutual Life has raised its interest rate on new policy loans from 5 to 6 percent. Other companies have done or will do likewise. Some policyholders have been borrowing at 5 and lending at 6.

Oh Rats. — Tests have been made whereby the testy testers are sure that the insurer need never fear that rats and mice will eat modern match heads. Rats and mice and matches were locked up in a cage for days. Not a rodent

chewed a match. But the boxes were chewed and the matches scattered but not ignited. The rats preferred to eat each other.

The Home has declared a semi-annual dividend of 10 percent.

The Fireman's Fund has several maps for sale.

The National Surety, General Accident and Casualty Co. of America are being examined by the New York state insurance department.

CONNECTICUT

Fire Insurance Co. of Hartford

Established 1850

SIXTY - THIRD ANNUAL STATEMENT

CAPITAL STOCK,	\$1,000,000
SURPLUS TO POLICYHOLDERS,	3,266,021
TOTAL CASH ASSETS,	7,735,110

BENJAMIN J. SMITH

Manager Pacific Department

431 California Street - - - San Francisco

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by
the State of Massachusetts

Incorporated 1849

Total Assets	\$ 10,407,847 65
Total Liabilities	7,537,140 04
Net Surplus	2,870,707 61

SURPLUS TO POLICYHOLDERS, \$4,870,707.61

NEWARK

Fire Ins. Co.

of Newark, N. J.

Oldest Fire Insurance Company Chartered by
the State of New Jersey

Incorporated 1811

Total Assets	\$ 1,870,656 00
Total Liabilities	1,010,774 70
Net Surplus	859,881 30

SURPLUS TO POLICYHOLDERS, \$1,359,881.30

OFFICE: KOHL BUILDING,

Corner California and Montgomery Streets, San Francisco

GEORGE W. DORNIN, *Manager* JOHN C. DORNIN, *Asst. Manager*

SUPERINTENDENTS OF AGENCIES

J. F. R. WEBBER GEO. C. CODDING L. B. ROGERS J. E. CRANDALL C. H. ANDERSON
FRANK H. YOUNG

Hayward, Cal.—Only five alarms in new \$10,000 firehouse; and the fire
1913. Damage, only \$750 Building a chief wants a motor truck.

1792—FIRE INSURANCE**AUTOMOBILE INSURANCE—1913**

Insurance Co. of North America

OF PHILADELPHIA

ASSETS, \$17,850,390.17

Alliance Insurance Company

OF PHILADELPHIA

ASSETS, \$ 2,235,234.35

PACIFIC COAST DEPARTMENT:

JAMES C. JOHNSTON, General Agent**J. K. HAMILTON, Asst. General Agent**

Security Building, 343 Sansome St.

SAN FRANCISCO

SPECIAL AGENTS

GEO. ORMOND SMITH, San Francisco

M. H. REEVES, Spokane, Wash.

W. F. KUHL, Los Angeles, Cal.

BERNARD FROISETH, Portland, Ore.

GILMAN L. CAMP, Billings, Mont.

COAST REVIEW POSTERETTE

Short Credits

make

LONG FRIENDS

We want your friendship

ARE YOU PLEASED?

IF NOT, SEE

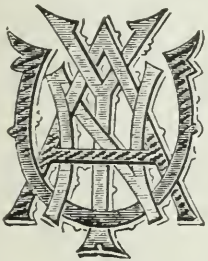
US

POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
OCCIDENTAL LIFE INSURANCE CO.
OF CALIFORNIA

"THE DURABLE"

THIRD FLOOR GROSSE BLDG.

LOS ANGELES, CAL.



NEW YORK UNDERWRITERS AGENCY

Cash Assets January 1, 1913,	-	-	-	\$26,492,318.21
Net Surplus January 1, 1913,	-	-	-	8,513,692.22
Surplus to Policyholders January 1, 1913,	-	-	-	10,513,692.22
Losses Paid, Over	-	-	-	158,607,806.03

H. R. MANN, Manager

F. M. BRANCH, H. R. MANN Jr., Assistant Managers

Pacific Department: 339-341 Sansome St., San Francisco

SPECIAL AGENTS AND ADJUSTERS:—V. H. QUITZOW, A. C. ANDERSON, SAN FRANCISCO, CAL.; A. E. BAILEY, SEATTLE, WASH.; H. HARRY SMITH, LOS ANGELES, CAL.; H. B. HAGEN, SPOKANE, WASH.

President, HON. GEO. A. COX.
Vice President, W. R. BROCK.

General Manager
W. B. MEIKLE.

BRITISH AMERICA ASSURANCE CO.
OF TORONTO

(INCORPORATED 1833)

United States Assets	\$1,746,624.71
Liabilities in United States	1,045,080.89

Surplus \$701,543.82

PACIFIC COAST DEPARTMENT

129 Leidesdorff Street, - San Francisco

MILLER, SCOTT & HENLEY, Managers

FIRE

Spectacular School House Fire

Clawson school building, Oakland, January 20, 32d and Magnolia. No water pressure. Wooden structure, 32 years old. Fire discovered at 1:55 a. m. One big engine drew out all the

water and left other engines useless. Fire chief believes fire started from spontaneous combustion in the store-room of the manual training department.

Several years ago there was an attempt to burn this school house.

INSURANCE OF ALL KINDS

AUTOMOBILE

The American Automobile of Missouri has punctured its tire, and will reduce its capital in order to inflate its surplus and proceed along a muddy highway.

An automobilist was sued on a charge of manslaughter. He was acquitted. He was also sued for damages. The insurer paid the cost of the defense but refused to pay the cost of the criminal suit defense. The company won in the lower and the supreme court.

FIRE

Salt Lake.—David C. Eccles has been elected president of the new Guardian, which this city needs; E. D. Petrie, secretary, and L. B. McCormick, treasurer.

The Camden Fire will increase its capital to \$700,000.

Acceptions of and adherence to the golden rule is the basal principal of successful insurance organization work.—Chas. H. Barry, Western manager Pennsylvania Fire.

The National Board and the National Fire P. A. have a code of building and other ordinances for small cities and towns.

The new president of the Franklin Fire is Frank E. Parkhurst.

Canada—The Central Canadian Manufacturers Fire Mutual, found insolvent, has gone into liquidation.

LIFE

It is alleged that a Denver broker turned over his commissions to the insured, amounting to \$2,100, on policies for \$100,000 and \$50,000. The broker is manager of an estate of which the daughter of the insured is an heir.

The Connecticut Mutual is now represented at Los Angeles by Walter R. Hoefflin.

The Ohio National Life is complaining of internal trouble.

Tupper is trying to marry three Toledo life companies.

The Manhattan has \$22,137,997, a gain of about \$100,000 in a year of declining values. New business increased.

The New England Mutual wrote some 33½ millions of new business last year.

The third vice president of the Pacific Mutual Life is Stanley F. McClung.

The "drinking man" is very susceptible to pneumonia.

Alcohol is the enemy of life insurance.

The United States Life wrote an increased amount of new business in 1913. The non-participating insurance in force gained over a million.

PLATE GLASS

The time will come when a plate glass insurance policy will not be the medium by which an agent or a broker can induce a prospective client to favor him with patronage at a sacrifice of the plate glass insurance company.

A majority of the companies writing this line of business are desirous of maintaining a proper rate level, but the minority are ever a disturbing element, and the principal operators are relying upon the process of elimination to bring about the situation when such competition will not exist. Five or six companies who followed extreme rate cutting methods have reinsured or retired during the past ten years, and if there is not an immediate reform there will be other companies following suit.—Nelson D. Sterling.

ONE HUNDRED AND FOUR YEARS OLD

NORTH BRITISH AND MERCANTILE INSURANCE COMPANY

Of London and Edinburgh

Pacific Department of the United States Branch, 76 William St., New York City

ASSETS OF THE UNITED STATES BRANCH **\$9,139,794.00**
(which are but a small part of total fire assets of the Co.)

E. G. RICHARDS, Manager

W. S. BERDAN, General Agent, Pacific Dept.

GEORGE M. WARD, Resident Secretary, Local Dept.

234 Pine Street, San Francisco, California

Field Representatives

E. J. YOUNG, 201 American Bank Building, Seattle, Washington—WESTERN WASHINGTON OREGON, MONTANA.

P. W. GEDNEY, 504 Empire State Bldg., Spokane, Washington—EASTERN OREGON, EASTERN WASHINGTON, IDAHO, MONTANA.

E. C. WILLEY, 1645 Tremont Street, Denver, Colorado—COLORADO, NEW MEXICO, UTAH WYOMING.

CHAS. HARRIS, 515 Title Insurance Building, Los Angeles, California—SOUTHERN CALIFORNIA, and ARIZONA.

G. W. DEARBORN, 234 Pine Street, San Francisco—CENTRAL CALIFORNIA.

F. J. SCHOENEMAN, 234 Pine St., San Francisco, California—NORTHERN CALIFORNIA, NEVADA.

H. E. SMITH, 224 Henry Bldg., Portland, Ore.—OREGON.

C. F. MILLIMAN, General Inspector, Improved Risk Department. 234 Pine Street, SAN FRANCISCO, CALIFORNIA.

AGENTS WANTED

Every Company that advertises wants Permanent Agents. Have you any business? Are you about to change companies? Are you newly engaged in Insurance? Do you intend to go into the business?

THEN

Hustle! Get busy! Write to our Advertisers. Don't be verbose nor uncertain. Don't write from Los Angeles or Portland or Seattle and ask some big company, Are you represented here? Of course the company is represented there. Probably it is represented everywhere. But it may be contemplating a change, or its present agent may be flirting with the special of another company.

It Will Do No Harm

to get on the waiting list. It is legitimate for you to write modestly, "Consider me an applicant if you want another agent here." "I control \$—— in premiums." "My business is chiefly ——." "I want a company, and if you are unrepresented in this town or contemplate a change of representation let me submit particulars to you."

If you can write some life or accident business on the side or exclusively, the live companies which advertise are

Looking For You

They will give you the glad hand and the warm eye. They will pay you a handsome commission, too.

Scottish Union and National

*Insurance Company
Of Great Britain.*

Organized 1824,

North American Branch:

Hartford, Conn.

**JAMES H. BREWSTER
MANAGER.**

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.

JOHN M. HOPKINS, State Agent,
JOHN L. REAMS, Special Agent,

706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

H. C. EDMUNDSON, Realty Building,
Spokane, Wash.,
Montana and Idaho

H. W. FORES, San Francisco, Cal.,
General Agent, California, Nevada, Arizona.

**SAN FRANCISCO OFFICE:
409 California Street**

Royal Exchange Assurance

OF LONDON

Incorporated by Royal Charter A. D. 1720

Total Assets Exceed \$32,000,000.00

A Successful Record of Nearly Two Hundred Years.

Losses Paid During That Time Exceed

\$225,000,000.00

United States Branch, 92 William St., New York City

R. D. HARVEY, United States Mgr.

LAWRENCE F. LAMPING, State Agent

For Oregon, Washington and Northern Idaho

310 BURKE BUILDING, SEATTLE

CANTON

Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital paid up (Gold)	-	-	\$ 250,000 00
Cash Assets (Gold)	-	-	2,096,766 26
Net Surplus over Capital (Gold)			1,357,229 46
On deposit in the United States, (registered U. S. bonds)	-		200,000 00

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents
Since January, 1882

J. J. THEOBALD, Manager
320 California Street, San Francisco
[Babcock Building]

PHOENIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

W. IRVING

General Agent for Pacific Coast

R. GALLEGOS

Assistant General Agent

343 SANSOME STREET

Security Building
(Entrance on Halleck Street)

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building
33 Broad St., Boston
SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employes. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - - San Francisco, Cal.
Royal Insurance Building

FIRE**NIAGARA FIRE Insurance Company**

Assets, - \$6,981,389.16 Surplus to Policyholders, - \$3,664,392.31

DETROIT FIRE & MARINE Insurance Company

Assets, - \$2,194,259.14 Surplus to Policyholders, - \$1,549,532.75

NIAGARA - DETROIT UNDERWRITERS

Assets, - \$10,661,489.00 Surplus to Policyholders, - \$5,966,544.00

EDWIN PARRISH, Manager*Pacific Coast Department 334 Pine St., - San Francisco*

San Francisco merchants report a good holiday trade. One large department store company says it was the best in its history.

A motorist's wife has sued the Santa Fe for \$40,000 damages caused by an open switch into which the car ran with fatal results to the husband.

Good Territory**OPEN TO
RIGHT MEN**

—those who know how and can produce applications and settle policies
—always ready to negotiate with men of experience, energy and enthusiasm.

**UNION MUTUAL LIFE
Insurance Company**

PORTLAND, MAINE.

FRED E. RICHARDS, PresidentAddress ALBERT E. AWDE, Supt. of Agencies
7 W. Madison St., Chicago, Ill.**GEO. ELLIOTT HUNT, Manager**
Shreve Bldg., San FranciscoT. H. McAllis, Manager, Sherlock Bldg.,
Portland, Ore.P. B. Duren, Manager, Boston Block, Seattle,
Wash.The Western States Agency Co., Manager,
225 Foster Building, Denver, Col.

J. E. Evans, Manager, Vancouver, B. C.

**THE
Standard Accident****Insurance Company***Of Detroit, Mich.*

LEM W. BOWEN, President

J. S. HEATON, Secy.

Cash Capital, \$ 500,000**Gross Assets, - 4,377,439****Claims Paid, - 16,500,000**

Writes Accident and Sickness Insurance. Accident Policies Provide for—Unlimited Indemnity, Beneficiary Benefits, Accumulations, Optional Benefits, Hospital Indemnity, Combination Features, Surgeons' Fees Where no Claim for Disability is Made, Special Benefits for Sunstroke, Freezing, Etc.

Accident and Sickness Insurance for Women.*Contracts Practically Without Conditions.***CLARENCE F. BRIGGS,**

SUPT. PACIFIC COAST DEPARTMENT.

California, Oregon, Washington, Idaho, Nevada, Arizona, Utah, and the Hawaiian Islands.

Mills Bldg., San Francisco

H. H. HAIGHT, District Agent.

Contracts Unexcelled. Agents Everywhere.

Bank Clearings

For week ending Jan. 1, 1914, \$2,844,829,000, against \$3,062,203,000 for same week a year ago. Nearly all cities report a decrease.

Cities with more than thirty million are:

New York	\$1,625,397,000
Chicago	277,499,000
Philadelphia	154,086,000
Boston	124,426,000
St. Louis	75,044,000
Pittsburg	47,731,000
Kansas City	46,169,000
San Francisco	39,196,000
Baltimore	31,171,000

Costs the Banks \$5 to Collect \$1 for the Government

The administration at Washington has made a mess of it by requiring banks to collect 1 percent of the coupon payments subject to the income tax. This method of "collecting at the source" is needlessly annoying to coupon-holders, especially women, all of whom must make a sworn declaration anyway, later, and pay any taxes due. Some of the bonding corporations pay the tax, but the individual holders must make out the certificate, etc. Every bank has a different form of certificate blank to be filled out by the unlucky bond-holder who collects his little old 2 percent semi-annual. One bank says it required the services of several of its clerks for several days to collect \$12 for the poor old federal government. The law ought to boom municipal and other people-bonds, on which no declaration need be made when dividends or coupons are collected.

Paper In Receivership

Raymond, Wash.—Chas. E. Hicks of Pacific County Times has made a voluntary assignment.

Fire in Wyoming in Freezing Weather

Rock Springs, Wyo., Jan. 3.—At 4:30 a. m. fire destroyed ten buildings at Superior, a coal camp, near here. The damage will aggregate \$70,000, with no insurance. The flames started from a pan of grease in the Milwaukee restaurant and spread rapidly to adjoining buildings. The volunteer and Union Pacific fire departments were powerless as the hose froze as fast as lines were laid, the temperature being below zero. Bucket brigades succeeded in saving buildings in adjoining blocks, but the fire made a clean sweep in the one block in which it started.

Two Attempts to Burn Big Plant

Red Bluff, Jan. 2. — Two attempts were made to burn the plant of the Diamond Match Company in this city Thursday night. The first fire was discovered at 10:30 o'clock and the blaze was extinguished by means of the sprinkling hose. Half an hour later another alarm was turned in from the same place and a fire was found burning in the center of a small shed. In both cases a sack of shavings sprinkled with oil was used.

The police are making every effort to place the blame for the attempts. Had the attempt been successful something like \$50,000 worth of machinery would have been damaged.

In 1913

Obituary—Eastern fire underwriters vanquished and vanished by Father Time were: J. J. Browne of the Connecticut, A. E. Duncan of the Franklin, L. S. Amonson of the Peoples National, J. F. Downing of the Philadelphia Underwriters, Hugo Schumann of the Germania, and Dewitt Clinton Skilton formerly of the Phoenix.

**NORTHERN
LIFE**

Insurance Company

**LIFE
HEALTH
ACCIDENT**

3 IN 1

An OLD LINE Company
with NEW LINE Ideas.

**POLICY
PROVIDING
PERFECT
PROTECTION**

Life Premiums Cease if Permanently Disabled.

Monthly Indemnities. Guaranteed Dividends.

HOME OFFICE
SEATTLE

\$200,000.00 Deposited With State Treasurer

U. S. A.

Reserves and Surplus to Policyholders over \$500,000.00

President, Hon. GEO. A. COX.
Vice President, W. R. BROCK.

General Manager
W. B. MEIKLE

WESTERN ASSURANCE CO.
OF TORONTO (INCORPORATED 1851)

United States Assets	\$2,464,562.05
Liabilities in United States	1,446,243.42

Surplus **\$1,018,318.63**

PACIFIC COAST DEPARTMENT

129 LEIDESDORFF STREET - - - SAN FRANCISCO

MILLER, SCOTT & HENLEY, Managers.

Total Assets Represented over \$20,000,000

Svea

Insurance Company
of Gothenburg

Agricultural

Insurance Company
Watertown, N. Y.

Globe & Rutgers Fire

Insurance Company
of New York

Hamilton Fire

Insurance Company
of New York

Globe Underwriters

of New York

EDWARD BROWN & SONS

General Agents Pacific Coast Departmen
202 - 204 Sansome St., San Francisco

22,000 EDITION

It Is for All Local Agents

10th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.50

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

GENERAL INSURANCE NOTES

LIFE

The German National Life of Chicago has retired from business.

The Union Central's annual meeting brought together some 300 agents.

Henry B. Stokes, former president of the Manhattan Life, is dead of cerebral hemorrhage, aged 65.

The State Life prints a foolish ad, claiming to be nothing but "Just the Best." Certainly not "the Modest."

The Mutual Life's department in Chicago wrote every month in 1913 more than a million paid-for business.

The New England Mutual has entered Oregon, with Horace Mecklem as agent. Many years ago the company wrote business in our Northwest.

The Illinois Life has added a total disability clause. The Coast Review was the first insurance journal in the world to recommend this or a similar clause or benefit in life insurance policies.

The Modern Woodmen has dropped, for a time, the proposed rate increase. Fussy fools have that much present influence. Failure will come the sooner. Are you a member? Get your ax and cut your membership.

Prudential Life agents are putting in some good licks (beats) this year, to win a free trip to the Panama-Pacific Exposition. They will march 100,000 strong—as members of the \$100,000 club of the company.

Under its industrial policies the Metropolitan Life paid more than thirty claims on lives lost in the hall panic at Calumet, Mich. About half the lives lost were insured in the Metropolitan.

FIRE

Forest fire losses in Our Land are estimated as \$25,000,000 merchantable timber.

The National Lumber has reinsured in the New Hampshire but will continue.

Chicago's fire losses in 1913 were \$5,103,000, a decline of more than a million.

F. H. Burke has been made assistant manager of the Western department of the Fire Association at Chicago, under J. W. Cochran.

Alameda, Cal.—76 fires in 1913; losses, \$1,448; property endangered, \$124,215. Fire dept. expenses, \$20,344. Fire marshal made 632 inspections.

Los Angeles, Jan. 11—Lumber, sheds and kilns of the E. K. Wood Lumber Co. at San Pedro burned this morning. Loss perhaps \$200,000.

The Three Trades Fire is the name of a new Kentucky company which hopes to make money out of whiskey, tobacco and coal—all which will burn fast and fiercely.

The Chicago board grants a 10 per cent reduction for use of non-combustible roofs. Membership will be denied companies with more than three down-town agents. Chicago premiums in 1913, \$11,001,898, with \$5,671,369 losses.

Idaho—Companies and agents may accept business from non-resident brokers and agents, but the business must be written by or thru resident agents, who must keep a record of it, counter-sign all policies and collect the premiums in full.

Commissions are to be reduced in St. Louis and Louisville.

ESTABLISHED 1873

Office of Edward E. Potter

General Agent

The first office to commence paying losses after the conflagration.

The first office to commence paying in full the face of the policies, without discount, for cash or exchange.

The only general agency that remained in San Francisco where its patrons suffered.

The only office that did not compel its patrons to go to the expense and trouble of going to Oakland for the adjustment of their claims.

The Edw. E. Potter General Agency commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
It Costs No More**

January 1, 1913

OLD AND
TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS TO POLICYHOLDERS	.	.	.	.	\$5,312,945 00
UNDIVIDED PROFITS	.	.	.	.	2,486,705 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS TO POLICYHOLDERS	.	.	.	.	\$3,848,154 00
UNDIVIDED PROFITS	.	.	.	.	896,217 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS TO POLICYHOLDERS	.	.	.	.	\$2,492,354 00
UNDIVIDED PROFITS	.	.	.	.	439,752 00

EDWARD E. POTTER, General Agent

W. W. POTTER, Assistant General Agent

Potter Building, 578 Sacramento St.

San Francisco, Cal.

MISCELLANEOUS MATTERS

Twenty-Five Thousand Fatal Industrial Accidents Probable This Year, With 300,000 Seriously Injured

From information collected from all available sources, The Prudential Insurance Company has been able to estimate the total number of people killed or seriously injured in following their respective pursuits this year, as above. In making the calculation nearly thirty-eight million lives were considered. The following table has been made up from available information and it is probable that with the normal increase expected the figures will reach twenty-five thousand fatal accidents:

Occupation	Number Employed	No. Fatal Accidents
Agricultural pursuits.....	12,000,000	4,200
Building and construction	1,500,000	1,875
Coal mining.....	750,000	2,625
Draymen, teamsters, etc.	686,000	686
Electricians (light and power)	68,000	153
Fisheries	150,000	450
Lumber industry.....	531,000	797
Manufacturing (general)	7,277,000	1,819
Metal mining.....	170,000	680
Navigation	150,000	450
U. S. Navy.....	62,000	115
Quarrying	150,000	255
Railroad employes.....	1,750,000	4,200
U. S. Army.....	73,000	109
Street railway employes..	320,000	320
Telephone and telegraph (including linemen)....	245,000	123
Watchmen, policemen, firemen	200,000	150
All other occupied males	4,678,000	3,508
Total males.....	30,760,000	22,515
All occupied females.....	7,200,000	540
Grand total.....	37,960,000	23,055

The probable number of serious injuries causing more or less prolonged absences from work has also been estimated by The Prudential at three hundred thousand in 1913. This interesting prediction was

made by the company for its exhibit at the International Exposition of Safety and Sanitation, at the Grand Central Palace, New York, December 11th to December 20th. It has attracted much attention, as the chart shows a fatal industrial accident rate of 0.73 per one thousand for males and 0.075 for females. The exhibit also shows the principal causes of accidents, poisonings and deaths classified by occupations, as prepared from The Prudential's own experience.

A grand prize, the highest obtainable award, was granted The Prudential for its exhibit.

The Dakota Live Stock & Casualty Co. is doing business at the new stand in North Dakota, and it is not a paper company either.

The U. S. F. & G. has just paid a \$49,340 judgment in Kansas.

The American Fidelity had to quit because its liability rates were too low. It had its Mead of experience, but the governor was on the safety valve.

A brain blood vessel broke, and the Kansas City local agent died. Now his heirs say it was an accident due to overwork, and there is therefore due them \$27,500 under accident policies on him. The Maryland and Etna are resisting.

P.-P. Ex.—President Woodrow Wilson has notified the Exposition that he will give a cup for the twelve meter international yacht race to be held on San Francisco bay in April, 1915. Two entries have been received thus far for the event, Sir Thomas Lipton having declared his intention to compete and a syndicate of local yachtsmen headed by Thomas L. Miller, president of the West Coast Life Insurance Company. Other entries are looked for, from not only European countries, but from all over the United States. The twelve meter boat is to be built under the international rules.

STABILITY AND STRENGTH

RESOURCES OVER \$52,000,000.00

SUN
OF LONDON

NATIONAL
OF HARTFORD

COLONIAL
FIRE UNDERWRITERS
AGENCY

MICHIGAN
FIRE AND MARINE
OF DETROIT

SUN
UNDERWRITERS

MECHANICS & TRADERS
OF NEW ORLEANS

PACIFIC DEPARTMENT
WILLARD O. WAYMAN---CARL A. HENRY
JOINT GENERAL AGENTS

FRANK E. STONE **MAXWELL H. THOMSON**
ASSISTANT GENERAL AGENTS

Sansome and Sacramento Streets
San Francisco, Calif.

Branch Offices: Los Angeles, Cal., Portland, Ore., Seattle and
Spokane, Wash., and Denver, Colo.

AGENTS WANTED IN EVERY CITY, TOWN OR VILLAGE.

1863

51st YEAR

1914

FIRE

AUTOMOBILE

MARINE

Organized in 1863

Firemans Fund

Insurance Company

Incorporated under the Laws of California.

HOME OFFICE: COMPANY'S BUILDING

401 California Street - San Francisco, Cal.

Capital, \$1,500,000.00

Assets, \$9,864,872.00

BERNARD FAYMONVILLE

PRESIDENT

J. B. LEVISON

VICE - PRESIDENT

LOUIS WEINMANN

SECRETARY

A. W. FOLLANSBEE, Jr.

MARINE SECRETARY

H. P. BLANCHARD

ASSISTANT SECRETARY

JOHN S. FRENCH,

ASSISTANT SECRETARY

T. M. GARDINER

TREASURER

Central Department

MARSHALL & McELHONE, Mgrs.

171 La Salle St., Chicago, Ill.

Southeastern Department

EDGAR S. WILSON, Manager

Macon, Georgia

Eastern Department

A. K. SIMPSON, Manager

J. W. LITTLE, Ass't Manager

Mason Building

Boston, Mass.

Atlantic Marine Department

FRANZ HERRMANN, Manager

79-85 Wall Street, New York

VOL. 86
NO. 2

FEBRUARY

SEE PAGE

1914

THE

TELEPHONE KEARNY 5934

Coast Insurance Review

PROTECTION

An Insurance Journal and Directory

IN ITS FORTY-THIRD YEAR

San Francisco: Merchants Exchange Building

The Only INSURANCE Journal in the Pacific West

INSURANCE PUBLISHING CO., Publishers

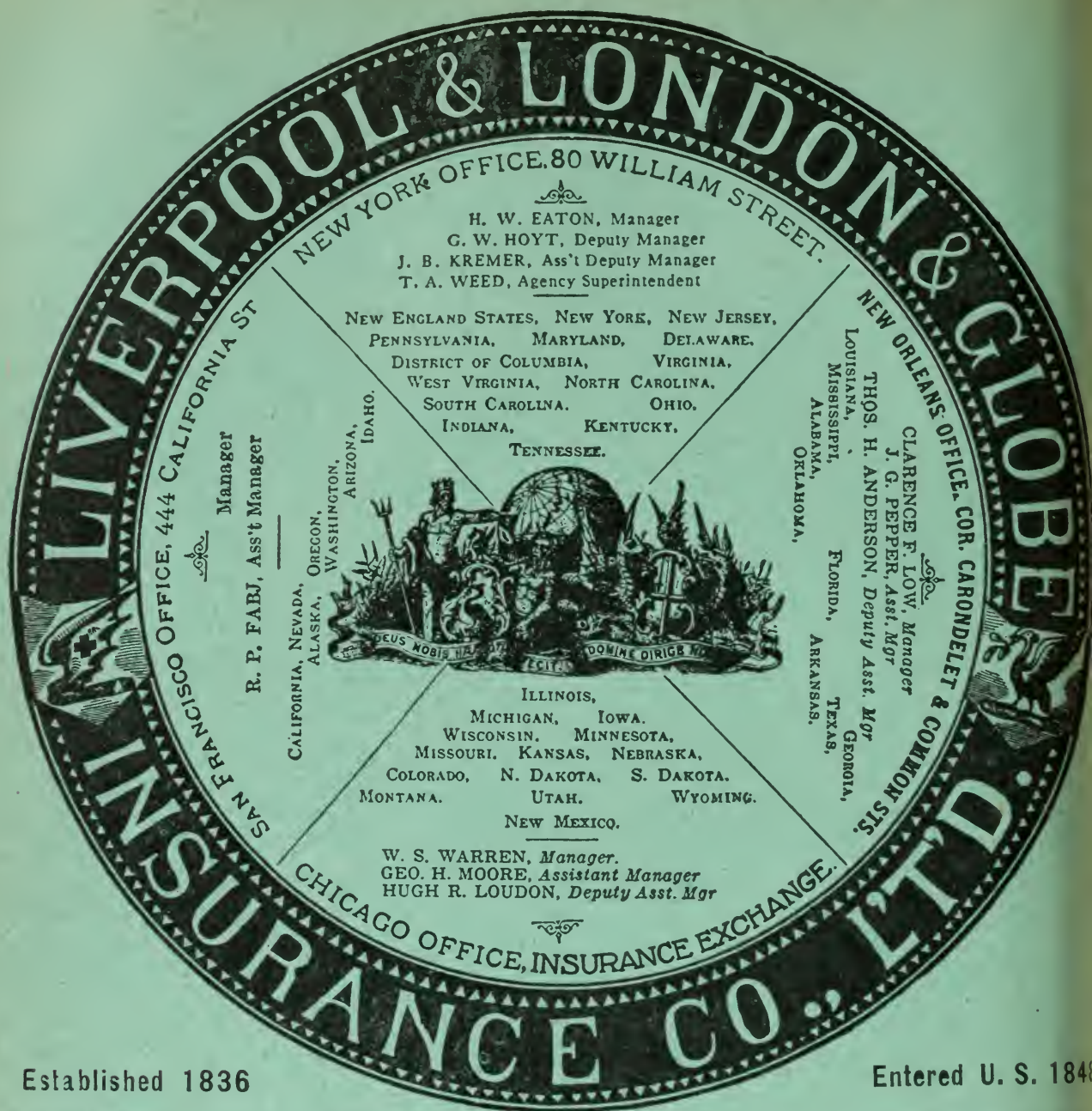
California and Coast Fire Business
Complimentary Dinner to Wm. J. Dutton
38th Annual Meeting of the Fire Underwriters Association of
the Pacific
Fireman's Fund Insurance Company
Complimentary Dinner to William Sexton
Summaries of Annual Statements
Pacific Mutual Life Insurance Co.
Some Life Figures
The California License Tax Decision
Five Years' San Francisco Premiums
Home Insurance Co. of New York
Mutual Life Insurance Co. of New York
United States Supreme Court Decision
Occidental Life Insurance Co.
Coast Field Men's Directory
West Coast Life Annual Meeting
Fire Engine Damaged by Pumping Water Out of Flooded
Basement

Circulating Extensively in all the
States and Territories of the Pacific
West

PRICE 25 CENTS
\$3.00 PER ANNUM

Subscribers in the East, in Europe, in
South America, Japan, China and
Australasia

The Great Fire Insurance Company of the World
ASSETS IN UNITED STATES, - \$14,261,648.20



Established 1836

Entered U. S. 1848

The statement of the condition of the United States Branch on the 31st of December, 1913, in accordance with the laws of the State of New York, is as follows:

Assets	\$14,261,648.20
Liabilities	9,632,630.05

Surplus \$ 4,629,018.15

As an illustration of the Company's practice in maintaining its Assets in the United States in years of excessive loss, the following figures may interest Policyholders:

Year.	Assets at 1st January.	Income.	Expenditure.	Excess of Expenditure
1871	\$3,054,361	\$3,163,901	\$5,122,653	\$1,958,752
1872	3,640,450	3,733,101	4,484,999	751.898
1873	4,165,290			

Thus showing EXCESS OF EXPENDITURE in the two years of	\$2,710,650
And INCREASE OF ASSETS in the same time of	1,110,929

PROGRESS OF THE UNITED STATES BRANCH.—Net fire premiums: 1848, \$4,519; 1858, \$471,988; 1868, \$1,739,620; 1878, \$2,422,126; 1888, \$3,928,010; 1898, \$4,979,422; 1908, \$7,427,617; 1909, \$7,839,471; 1910, \$8,001,144.

LOSSES.—The amount paid in satisfaction of Fire Losses in the United States in the course of 66 years exceeds \$135,000,000. This large sum in conjunction with the growth of the Company's business, evinces the confidence of the public and the faithfulness with which the Company's losses are adjusted and settled.

PACIFIC DEPARTMENT ESTABLISHED 1852

In Company's New Building

444 California St., San Francisco

Special Agents:

R. G. BRUSH
W. H. RAYMOND

R. H. ROUNTREE
CHESTER S. MYRICK

HARRISON HOUSEWORTH
F. E. ATKINS

LOGAN B. CHANDLER
GEO. J. JAX

..... Manager
R. P. FABJ, Assistant Manager



Conflagration-Proof Insurance




Losses paid to date, - - over \$164,000,000

PACIFIC DEPARTMENT

GERMAN AMERICAN. PHOENIX OF HARTFORD

GERMAN ALLIANCE. PROTECTOR UNDERWRITERS



EQUITABLE FIRE & MARINE INSURANCE CO.

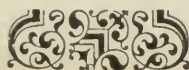
GEO. H. TYSON GENERAL AGENT.
HERBERT FOLGER, ASST. GENL. AGENT

SAN FRANCISCO.

Losses paid in San Francisco, - over \$6,000,000

Total Assets Thirty - Five Millions

Agents Wanted in every City, town or Village



YOUR CARD

as a representative of the "Oldest Life Insurance Company in America" will prove your best introduction

The Mutual Life Insurance Company of New York

Impregnable Strength

Incomparable Dividends

Maximum Benefits

Minimum Net Cost

For terms to producing agents, address

GEORGE T. DEXTER, 2d Vice-President

34 Nassau Street, - - - - - New York, N. Y.

LIFE

For seventeen months the Chicago general agency of the Mutual Life has written over a million a month.

Tupper is now out of the Pioneer Life.

CASUALTY

The Ocean Accident's Coast headquarters have been fixed in San Francisco, with L. C. Jones of Denver in charge as supervisor. This company is owned by the Commercial Union.

The New Amsterdam Casualty is now writing surety business.

San Francisco has definitely decided to create a casualty fund and do its own insuring in compliance with the new state liability law.

Employers are saying that the workmen's compensation law of California is the work of the liability men. But these employers are much in error.

GENERAL

Henry Erskine, happened to be retained for a client of the name of Tickle, began his speech in opening the case thus:

"Tickle, my client, the defendant, my lord"—and upon proceeding so far was interrupted by laughter in court, which was increased when the judge (Lord Kaimes) exclaimed:

"Tickle him yourself, Harry; you are as able to do so as I am."—Life.

This same story is told of Curran, only his client was a woman, and the judge said: "You are nearer to her than I am." Which is the genuine?—Docket.

At Portland Schalk & Graham get the Southwestern Surety.

The Mutual Benefit Life now has \$677,991,660 insurance in force and \$167,864,568 assets. A special 20 percent dividend will be paid this year.

INCORPORATED 1861

The California Insurance Company

Cash Capital, \$400,000 00

Net Surplus, 295,338 00

Total Assets, 1,278,845 00

OFFICERS

W. E. DEAN, President
GEO. W. BROOKS, Secretary
J. W. WARNER, Assistant Secretary

E. W. McCARTHY, Vice-President
GEO. L. PAYNE, Treasurer

**HOME OFFICE: Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.**

Special Agents and Adjusters

A. N. LINDSAY, Seattle LEIGH H. ROBINS, Los Angeles B. A. SIFFORD, Portland

**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."**

Western Department, Chicago, HENRY J. WOESSNER, Gen'l Agt.

Eastern Department, Philadelphia, FRANK C. STURTEVANT, Manager.

Middle East Department, Pittsburg, LOGUE BROS. & CO., Gen'l Agts.



**LTD.
OF LIVERPOOL, ENGLAND.**

INCORPORATED 1861

**Pacific Department, - 332 Pine Street
SAN FRANCISCO, CAL.**

SAM B. STOY, Manager

**THE LONDON & LANCASHIRE IS A STAUNCH SUPPORTER OF THE AGENCY SYSTEM
AND DOES NOT WRITE OVER THE HEADS OF ITS REPRESENTATIVES**

Pacific Coast Casualty Company

OF CALIFORNIA

EMPLOYERS' LIABILITY—TEAMS—
GENERAL LIABILITY—WORKMEN'S
COLLECTIVE—VESSELS—ELEVAT-
OR—AUTOMOBILE—PERSONAL AC-
CIDENT—BURGLARY and PLATE
GLASS INSURANCE—FIDELITY and
SURETY BONDS. ∴ ∴ ∴ ∴

T. L. MILLER, President

HOME OFFICE:

Merchants Exchange Building
SAN FRANCISCO

FIRE

Portland, Or.—The Portland Lumber Co. loss is estimated as \$100,000 for the companies to pay. Companies on the line are: Atlas, Caledonian, Camden, Central Manuf., Colonial Underw., Girard, Globe & Rutgers, Hartford, Home Underwriters, Ins. Underw., Ins. Co. State Penn., Lumbermen's Mutual, National Union, New Hampshire, Niagara-Detroit Underw., Norwich Union, Northwestern Mutual, Mill Owners, Palatine, Pennsylvania Lumbermen's, Prus. National, Royal, and Springfield. The total insurance was about a third of a million, but, as previously stated in these pages, the mill and machinery were saved. In addition to the above, there were a number of reinsurers.

A dry pipe sprinkler system in a Wisconsin paper mill was found frozen—after the fire.

Bankers Life Company

Des Moines, Iowa

ERNEST E. CLARK, President

Organized 1879

Exceptional Record During Thirty-three Years for

Low Rate of Mortality

Economy of Management

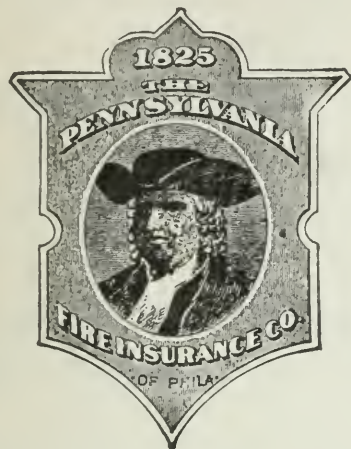
Prompt Payment of Claims

ADMITTED ASSETS, OVER - - - \$19,500,000

L. B. COLLINS, Gen'l Agent, - - - SAN FRANCISCO

Temporary Office, 206 Westbank Bldg.

A. C. STILSON, Manager, (233 H. W. Hellman Building) LOS ANGELES, Cal.



The Pennsylvania

*Fire Insurance Company
of Philadelphia*

Assets Jan. 1, 1913, \$7,855,611.29

Surplus to Policyholders

Jan. 1, 1913, 3,082,697.30

One of the Oldest and Strongest Fire Insurance Offices
in the United States

Pacific Coast Department:

201 Sansome Street, SAN FRANCISCO

RUSSELL W. OSBORN, Manager

S. P. MESICK, Superintendent of Agencies

**SPECIAL AGENTS: A. C. McConnell F. J. Agnew C. V. McCarthy
F. A. Lathrop**

LIFE

Vice President W. A. Moore of the Phoenix Mutual Life is dead.

Canada. — Former officers of the Union Life of Toronto are under arrest. The company, now liquidating, sank \$1,236,910 in twelve years.

Members of the Order of Golden Seal who obtain 30 approved applications in the next 12 months will receive a free ride to the Panama-Pacific fair and back, with expenses paid and 6 admissions.

The control of the American Life & A. of Portland is now in the International Casualty of Spokane.

The late Levi G. Fouse of the Fidelity left his private secretary \$1,000 and his diamond ring, and to his widow and son \$100,000.

The Metropolitan Life Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

Continental Insurance Company

OF NEW YORK
80 MAIDEN LANE

A wise agent makes his strongest company
his leader. That company is certain to
be the Continental = = = = =

HENRY EVANS, President

Pacific Coast Representatives:

A. G. NASON & CO., San Francisco

F. P. WILSON, San Francisco

G. L. McINTIRE, Los Angeles

W. A. WILLIAMS, Portland

G. L. A. LAUER, Seattle

J. A. CARLSON, Spokane, Wash.

J. C. WICKLER, Sacramento

Law Union and Rock

Insurance Company, Ltd.,
OF LONDON



Funds Exceed - - \$ 47,897,465
Annual Income Exceeds 6,500,000
Claims Paid Over - - 130,000,000

PACIFIC COAST DEPARTMENT

HARRY H. SMITH, Manager

433 California Street

SAN FRANCISCO, CALIF.

FOUNDED 1806

EDWARD M. BRODENSTEIN, Branch Secretary J. P. CARROLL, Superintendent of Agencies

SPECIAL AGENTS: F. A. STAHL, Northern California and Nevada, San Francisco; NOAH L. NELSON, Northern California, San Francisco; F. F. RICHARDS, Southern California and Arizona, Los Angeles; R. D. EMERY, Oregon and Western Washington, Portland; NYE KERN, Eastern Washington, Idaho and Montana, Spokane.

APPLICATIONS FOR AGENCIES INVITED

☐ THE COAST REVIEW ☐

1871—1913

INSURANCE

SAN FRANCISCO

Sample copies sent to anybody and any address except in San Francisco.

Send us 2 cents for some articles on mutual fire insurance.

The publisher does not believe in free advertising.

Unless otherwise ordered, we do not stop subscription immediately on expiration.

Subscribe now and get December free.

Letters for publication are always welcome.

PUBLISHER'S NOTICE

Subscriptions may begin with any number.

Unless otherwise ordered the subscription begins with the month in which the order is received.

By request of many subscribers, subscriptions are discontinued only on notice.

Gentlemen never "refuse to receive" a paper or magazine coming to them. Gentlemen notify the Publisher of discontinuance of subscription—the second time if needs be.

Address should include box number or street and number.

Notice of former address should accompany notice of new address.

Our Advertising Rates are Reason-

able. Every agent receives the Coast Review regularly or occasionally. The cost of advertising is much less than the cost of circularizing the agents and other readers.

We want agents. Commissions paid. Sample copies sent.

Very young agents can, for an easy service, receive the monthly edition of the Coast Review without cost.

Readers are requested to send the Publisher press clippings, news items, prospectuses.

Correspondence is solicited.

Anti-Rebate Law

The new anti-rebate law of Wisconsin makes extension of credit beyond 60 days without interest, or with less than legal interest, a violation which will be punished by fine and or imprisonment. Such a law is needed on the Pacific Coast.

General Decline in California Bank Clearings, January

	1914	1913
San Francisco . . .	\$218,375,983	\$241,737,141
Los Angeles . . .	108,228,268	111,587,303
Oakland	15,521,139	17,753,569
Sacramento . . .	8,551,887	8,135,072
San Diego	10,216,178	13,231,353
Fresno	3,908,475	5,045,041
San Jose	2,854,988	3,148,823
Pasadena	4,527,324	4,746,979
Bakersfield	2,189,454	1,750,904

Fails for Half-Million. — John M. Blazier, of Portland, head of the Blazier Timber Co. and the Oregon-Washington Timber Co., has declared inability to pay obligations of \$499,412.

California is proud of her 100,000,000 barrels of petroleum produced in 1913.

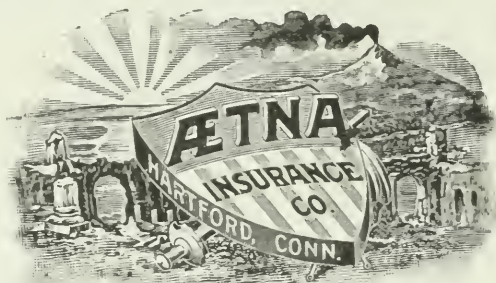
In Ohio, incendiary fires average two a week.

"THE LEADING FIRE INSURANCE COMPANY OF AMERICA."

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$8,238,392.50
Surplus as to
Policyholders
\$13,238,392.50



Cash Assets Now
\$23,051,531.36

Losses Paid
in
94 Years
\$132,981,553.48

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

W. H. BREEDING, General Agent

E. S. LIVINGSTON, Asst. General Agent

**Main Office, 301 California Street
SAN FRANCISCO**

SPECIAL AGENTS AND ADJUSTERS

J. A. MURPHY, General Adjuster

G. A. R. HEUER, H. E. O'BRIEN, G. E. TOWNSEND, H. F. MILLS, G. S. MARINER, E. V. CULVER, FRED H. ROADS

This Company has absolutely no connection with any other corporation
bearing the name of Aetna.

MARINE AND AUTOMOBILE DEPARTMENTS

E. S. LIVINGSTON, Marine Superintendent

325 CALIFORNIA STREET

HARTFORD FIRE

Insurance Company

Chartered 1810



Assets, January 1, 1914. **\$26,525,973 85**

Surplus to Policyholders, **10,048,522 13**

Losses Paid. Over . . **167,060,500 00**

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

430 California Street, SAN FRANCISCO

Special Agents and Adjusters

J. J. DENNIS

P. H. GRIFFITH

WILLIAM S. DENNIS

NEIL STEWART

C. E. MILLER

M. E. SPAULDING

E. E. PRICE

GEO. E. DEVINE

R. E. DOLLARD

L. H. EARLE

FEBRUARY, 1914

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 43d Year

Foreign, \$3.50

Office 1103 Merchants Exchange

Volume 87

San Francisco, California, U. S. A.

Number Two

Entered at San Francisco Postoffice as second-class mail matter

There is sure a Dementia Americana Underwriterus.

‡‡

It is certainly to be hoped that in their leisure, William Dutton and William Sexton will write, each, Reminiscences of Underwriting on the Pacific Coast. The Coast Review is eager to print the same.

‡‡

The new Dementia Americana is certainly Dementia Underwritersita.

‡‡

The publisher thanks the Coast Review subscribers for their prompt remittances and renewals, which are equally good as in soft times.

‡‡

Zero weather always adds a zero to the fire loss.

‡‡

Our own weather prophet predicts Fair weather for ten months of 1915.

‡‡

San Francisco insurance men complain of dyspepsia this month.

‡‡

San Francisco fire premiums in 1913, with increased liabilities, were the lowest since 1905.

‡‡

The hard times have finally collided with life insurance.

That earthquake in New York and Canada is a reminder which should make East folks kind-er thoughtful. No place is free from the quake hazard.

‡‡

The Coast Review Fire Chart 1914 is under way. Figures will be as filed with the California state insurance department.

‡‡

About 250 talk-fest conventions will test the ac-cow-sticks of San Francisco in 1915.

‡‡

Considering the country as a whole, hard times do not increase the fire hazard. There was no increase in 1893.

‡‡

It is better to be poor and healthy than sick and wealthy.

‡‡

Manager Potter is looking for Spring in the Islands.

‡‡

A further decline in premium receipts is expected, on this Coast.

‡‡

How would you like "riskier" as a substitute for "insurance"? and "riskman" for "insurance man" or "underwriter"? and "risk company" for "insurance company"?

‡‡

Forget never the sun is shining ever.

‡‡

Foreign companies are not of a retiring disposition.

INSURANCE OF ALL KINDS

Retirement Fund

The Glens Falls has created a retirement and pension fund for its employees. Every male employee is retired when aged 65, and every female at 55. We wonder, is this difference due to an assumption that the woman clerk has understated her age. This automatic retirement does not apply to any employee already arrived at the stipulated ages. All who have been twenty years or more in the service of the Glens Falls are paid 2 percent of their salary multiplied by years of service.

Columbian National Life

The record of 1913 shows another year of substantial growth for the Columbian National Life Insurance Company. The new business paid for amounted to \$14,207,201, a gain of \$1,044,829 over the preceding year. The total paid business in force is now \$61,488,945. The income for 1913 was \$2,721,852.51, an increase of \$247,087.15 over the previous year. The assets showed an increase of over \$900,000, and now amount approximately to \$9,000,000. The accident and health premium income showed a good gain for the year, and amounted to \$251,673.10.

The company is making steady and substantial progress, and 1914 opens with its business in a condition which guarantees continued growth during the coming year.

School Fire

Early in the morning of February 8 in San Francisco an attempt was made to destroy one of the largest buildings in the group of the State Normal school at Waller and Laguna streets. Several gas burners were found turned on. Kerosene had also been used by the incendiaries. This school operates a cafeteria.

The chairman of the Missouri insurance code commission declares that fire insurance should be furnished by private capital entitled to earn 5 percent profit on premiums.

Fire Insurance Men to Talk at University

A series of lectures on fire insurance subjects has been planned by the college of commerce of the University of California, which will be open to the public. The addresses will be given by prominent insurance men of the bay region on Tuesday evenings in California hall.

The following schedule is announced:

February 17—Introductory; Fire Insurance, its relation to the community, etc. Herbert Folger.

February 24—The Fire Insurance Office, Its Organization, Method of Securing Business, etc. F. B. Kellam.

March 3—The Fire Waste and Fire Prevention. C. C. Kinney.

March 10—The Fire Insurance Contract; Including the California Standard Form. R. W. Osborn.

March 17—Fire Insurance Rating; The Tariffs for Unrated Risks. W. S. Duval.

March 24—Fire Insurance Rating; Mercantile and Manufacturing Schedules. Arthur M. Brown.

March 31—Inspection and Fire Protection. Geo. M. Robertson.

April 17—The Adjustment of Fire Losses. A. W. Thornton.

\$5,702,747 Paid for San Francisco's New Fire Protection

A report on the bond issue fund for the construction of the high pressure water supply system for fire protection, by the city engineer of San Francisco, shows that up to January 14 there had been expended \$5,702,747.57, leaving a surplus of \$5,159.36. To complete desired extensions of the system \$31,047.90 is necessary. There may be recovered \$80,000 from the bondsmen of bankrupt contractors who did not complete their work.

New York City statistics show less than 6 percent of the fire losses with overinsurance, and of this small percentage, the overinsurance is the result of fluctuating values and volumes of mercantile stocks.

Insurance in State and Federal Courts

OUR BEST DIGEST OF RECENT DECISIONS

Life Insurance In Court

Maryland — *Williams v. New York Life Ins. Co.*, 89 A. R., 97

Parol Evidence to Contradict Writing

Parol evidence is inadmissible to contradict the terms of a written policy of insurance.

Parol Evidence to Explain Writing — Confirmation of Terms of Policy

Parol evidence is inadmissible to confirm the terms of a written insurance policy, where no ambiguity is alleged.

Representations of Agent—Merger in Contract

Whatever representations were made by an insurance agent, as to certain figures relating to the policy, were merged in the contract.

Slip Attached to Policy

The mere fact of the fastening of a slip to a policy cannot make it a part of the contract, where there is no reference on either policy or slip of the one to the other.

"Statement" as to Settlement

A 20-premium accumulation life policy, exactly of the kind applied for by insured, provided that at the end of the accumulation period insured would be entitled to receive "the dividend then apportioned by the company," and had pasted on one page a typewritten paper, entitled "Statement," purporting to show the terms of settlement at the end of the accumulation period, and including one option showing a cash value, above reserve, of \$3,827.20. Held, in view of the necessarily uncertain amount of dividends payable at the end of such period, and that the most it was possible to do was to estimate what the amount would be, that the word "statement" did not imply a definite guaranteed cash payment at the end of the term, but was in the nature of an estimate of such amount.

Interest—Judgment

Where the holder of a 20-premium life

policy declined at its expiration to accept the dividend apportioned by the company, and brought suit on the policy for a larger amount, but moved for judgment for the amount admitted to be due, for which judgment was rendered, the dispute as to the amount due took the case out of the general rule that where a definite sum of money is payable at the expiration of a time certain without demand, interest is generally allowed from the time the money should have been paid, so that he was not entitled to interest on the amount of the judgment.

On Company's Blank Form

In 1892 the appellant, then 26 years of age, made an application to the New York Life Insurance Company, through Howland & Howland, general agents in the city of Baltimore, for insurance upon his life. The application was upon a blank form of the company, and in reply to the questions contained in it, the applicant designated the amount and character of insurance desired. The policy asked for was to be for \$10,000, of the description known as "life, 20 premium." It further provided that it should be an "accumulation policy," and the applicant stated, "I select the 20-year accumulation period." The application bore date the 25th July, 1892, and the policy issued thereon is dated October 3, 1892.

An Accumulation Policy

An examination of the policy shows that it conformed in every particular to the description in the application. It was an accumulation policy, the end of the accumulation period was given as July 25, 1912, and provided that on the arrival of that date the insured should be entitled to one of six options, the first of which was to continue the policy, and "receive the dividend apportioned by the company." On the third page of the policy is pasted a typewritten paper, worded as follows:

Age 26.	Statement	\$10,000.
	Life 20 Payment.	
	20 Year Period.	
Annual premium	\$ 323 00	
Total premiums paid in 20 years	6,460 00	
Settlement at End of 20 Years.		
1—Surplus payable in cash	\$3,827 20	
Policy paid up for \$10,000 (with annual dividends).		
2—Cash value consisting of reserve	\$4,380 00	
Surplus	3,827 20	\$8,207 20
3—Paid-up policy payable at death	19,400 00	
(Etc., Etc.)		

In January, 1912, six months before the arrival of the final accumulation date, the company notified Dr. Williams of the approaching termination of the accumulation period, and offered to continue the policy in force, and either pay him in cash \$2,187.60, or give him an additional paid-up insurance to the amount of \$3,990, or an annuity of \$124.30. In June Dr. Williams elected to take the first of the options presented to him, but at the same time insisted that the slip pasted on his policy was a part of the contract, and that in accordance with it he was entitled to receive in cash \$3,827.20, instead of \$2,187.60. This claim being denied by the company, Dr. Williams brought suit under the Practice Act, in October, for the full amount claimed by him, \$3,827.20. The defendant in the affidavit to its pleas admitted \$2,187.60 to be due, but disputed the remainder of the claim, \$1,639.60.

The first contention of the appellant arises on the pleadings. This is in effect, that, inasmuch as the policy sued on had the slip above referred to pasted on it, the failure to deny the execution of the policy must be taken as an admission that the slip constituted a part of the contract, and that it is therefore an admission of the correctness of the claim of the plaintiff. The fallacy of the contention lies in this. The execution of the contract was a question of fact, which under the statute must be pleaded if the company desired to put in issue the execution of the policy, whereas the question of the proper interpretation of the contract was a question of law to be passed upon by the court.

It is to be noted at the outset that the slip is neither signed nor initialed, nor is there anything upon it to indicate that it

was, or was intended to be, any part of the contract. Where or how it originated is not shown by the evidence. Dr. Williams testifies that the only time he ever saw the policy was when Mr. Howland delivered it to him, and that at that time it had the typewritten slip pasted on the third page; but he further testifies that that is what he relied on in taking out the policy, those figures.

This is a manifest impossibility. The insurance was taken out in July, and the policy was not made out until October. He could not then have relied, in taking out this insurance, upon something which had no existence until three months later. But he further says, and this is probably what he means, that the agent who solicited the insurance made him certain representations as to figures, and that this slip corresponded with the representations made to him. Whatever the representations may have been, they were merged in the contract.

The application was for a definite kind of a policy, and the policy itself was exactly of the kind asked for in the application. The character of the policy was one incompatible with any certain, assured amount of dividend payable to the holder of it at the termination of the accumulation period. The most that it was possible to do was to estimate what the amount would be.

The slip, it is true, does not use the word "estimate," but is entitled "Statement." But what is it a statement of? A definite, guaranteed cash payment at the expiration of the 20-year term? It does not say so. The terms of the policy are that the holder of it shall, at the end of the accumulation period, be entitled to receive "the dividend then apportioned by the company," and to that method of ascertaining the dividend, the assured assented in his application.

Life Legal Brevities

A beneficiary under a life policy which provided that insured might change the beneficiary had no vested interest preventing insured from changing the beneficiary whenever he desired to do so, if he sufficiently complied with the terms of the policy.—John Hancock Mutual Life Ins. Co. v. Bedford, 89 A. 154.

Fire Insurance in Court

Oregon—Willis et al. v. Horticultural Fire Relief of Oregon. 137 Pacific Reporter, 761

Forfeiture—False Proofs of Loss

Under the provision of an insurance policy provided for by L. O. L. § 4,666, that the policy shall be void in case of any fraud or false swearing by the insured relating to the insurance, whether before or after a loss, false swearing as to a loss, to avoid the policy, must have been knowingly and willfully false, with the effect of deceiving and misleading.

False Proofs—Fraud—Intention

In an action on a policy which provides that it shall be void in case of fraud or false swearing by the insured, instructions that the false statement must have been made with knowledge of its falsity "and with the intention of defrauding the company" are erroneous in adding the quoted qualifications.

From a judgment for plaintiff for \$6,000 defendant appeals. Reversed and remanded.

This is an action to recover upon two fire insurance policies covering the same stock of goods, one for the sum of \$2,000 and the other for \$4,000, for loss sustained by a fire which occurred on February 5, 1912; plaintiffs alleging total loss of \$7,200. The insurance company as a defense alleges, among other things, that plaintiffs' loss by the fire was only \$3,000; that the proof of loss sustained by plaintiff shows the stock of goods insured in total as of the value of \$9,968.97, when in fact plaintiff Richard Willis, who made affidavit as to the amount of the loss, himself saved from the fire five pieces of furniture of the value of \$70, and stated in his proof that at the time of the fire there were 81 iron and brass bedsteads of the stock destroyed, of the value of \$451, when in fact there were but 32, making other false statements as to the amount or value of the loss. The case was tried before a jury, and judgment rendered in favor of plaintiff for \$6,000, from which judgment defendant appeals.

The only controversy here is in regard to the effect of the language repeated several times in the instructions and excepted to,

namely, "And with intention of defrauding the company." Similar language is repeated three times in the instructions. The first instruction containing this clause is as follows: "Although the policies of insurance in this case contains a provision that 'in case of any fraud or false swearing by the insured touching any matter relating to the insurance, or the subject thereof, whether before or after loss,' the policy shall be void, the untrue statement, in order to avoid the policy, must have been knowingly and intentionally made by the insured with knowledge of its falsity and with the intention of defrauding the company." Thus the court impresses the jury with the fact that plaintiff Richard Willis' knowingly and intentionally swearing falsely, with knowledge of such falsity, was not sufficient to avoid the policy, but that the intention to defraud the defendant must also be shown, the burden of which by previous instructions is cast upon the defendant. Although false swearing knowingly and intentionally done is evidence of the fraud and of the intention to injure the defendant, yet the court includes as a necessary additional element of proof the intention to defraud. This, we think, was error. *Ellis v. Insurance Co.*, 7 Pa. Super. Ct. 264; *Marion v. Great Republic Ins. Co. of St. Louis*, 35 Mo. 148. As said in *Dolloff v. Insurance Company*, 82 Me. 266, 19 Atl. 396, 17 Am. St. Rep. 482: "When the actual losses, truly stated in the proof of loss, exceed the whole amount of the insurance, with a knowingly and purposely false statement on oath in the proof of loss, of other pretended losses, destroy plaintiff's claim for his actual losses under such a policy as this? We cannot doubt that it will. The parties stipulated that it should. It is so provided in the contract, and it is a lawful provision."

The object of an insurance policy is only one of indemnity and requires good faith on the part of the assured toward the insurer. Especially is this so in the adjustment of the loss after a fire. Insurers usually require from the assured a detailed statement on oath of the loss as a necessary preliminary to the payment of the indemnity. This is a requisite of our statute also. We think the court was not at liberty to change the lan-

guage of the policy quoted above and to add thereto a requirement of the additional proof of the intention. The demand of the statute and of the policy for such a statement is addressed to his conscience. When, therefore, he meets the demand with knowingly false statements of losses he did not sustain in addition to those he did, he should lose his standing in a court of justice as to any claim under that policy. This is the substance of what is said in *Dolloff v. Insurance Company*, *supra*, where it is further stated that false swearing by itself is made a cause for forfeiture.

In *Linscott v. Insurance Company*, 88 Me. 497, 34 Atl. 405, 51 Am. St. Rep. 435, it is said: "Where a clause like the one mentioned is contained in the policy, and the insured knowingly and purposely makes a false statement on oath, concerning the subject-matter, it vitiates the policy and bars his right of recovery, whether his purpose was to deceive the company or not, for it is 'so nominated in the bond.'"

We leave out of account any consideration of false swearing in ignorance of the facts or by mistake which would not avoid the policy, being guarded by the instruction given expressly cautioning the jury, namely: "The untrue statement in order to avoid the policy must have been knowingly and intentionally made by the insured with knowledge of its falsity." Such an oath in such a case would be moral fraud and not merely legal fraud. This is the effect of all the decisions cited above. This error, being sufficiently disclosed by the instructions as applied to the facts admitted in the pleadings, is sufficient to reverse the case.

The cause is reversed and remanded.

New York—*Condon v. Exton-Hall Brokerage & Vessel Agency*, 144 N. Y. Supp., 760

Cancellation of Policy—Failure To Cancel—Liability of Agent

Where defendant's only connection with a fire policy was to apply for it for the owner to plaintiff's assignor, and defendant was afterwards requested by such assignor's general agent to have the policy canceled, which defendant proceeded to do, it was not liable to plaintiff in damages for failure

to have it promptly canceled; defendant not being the agent of plaintiff's assignor or the agent of the insured for the purpose of receiving notice of cancellation, and not in fact being bound to do even what it did.

Missouri—*Penix v. American Cent. Ins. Co.*, 63 S. Rep., 346

"Inventory"

A list of goods, showing their values, which were first placed in insured's store, which was made by assured and treated as an inventory, was an "inventory" within the meaning of a policy requiring insured to take a complete itemized inventory of the stock on hand.

"Keep a Set of Books"

An iron-safe clause in a policy, which required assured to keep a set of books which shall clearly present a complete record of business transacted, including purchases, sales, and shipments, was sufficiently complied with by keeping a set of books which would enable an accountant to ascertain from them and the inventory kept the value of the goods on hand at the time of the fire; and, while the provision "keep a set of books" implied that the entries should be made near the time the transactions occurred, it was not necessary for assured to post his ledger each day if he posted the gross amount of cash sales for the periods between the dates of posting the ledger, though, if he did so, the books containing the items posted to the ledger in gross, should have been preserved.

"Actually Open for Business"

A retail store was not "actually open for business" within the meaning of an iron-safe clause requiring the books to be kept in an iron-safe at all times when the building was not actually open for business, during the time the store was closed and the doors locked and the proprietor was in another part of the city, so that business could not be done while he was away.

Compliance

There was no compliance with an iron-safe clause in a policy requiring the books to be kept in a place not exposed to a fire, which would destroy the building, where

the books were kept under the proprietor's pillow at night.

United States Supreme Court Again Rules That Insurance Is Not Commerce

Federal—New York Life Insurance Company, Plff. in Err., v. Deer Lodge County, 34 S. C. R. 167

Commerce—State Taxation

Insurance is not commerce, and a foreign life insurance company may therefore be subjected to the annual tax imposed under Mont. Rev. Code 1907, § 4073, upon the basis of the excess of premiums received over losses and expenses incurred within the state during the previous year, although its manner of business is such that all risks are accepted, and contracts made, modified, and discharged at its home office, and the premiums are transmitted to such office, and all advances and loans to policyholders are consummated there.

Paul v. Virginia is the progenitor case. A law of Virginia precluded any insurance company not incorporated under the laws of the state, doing business in the state without previously obtaining a license for that purpose, which could only be obtained by a deposit with the state treasury of bonds of a specified character to an amount varying from thirty to fifty thousand dollars. A subsequent law required the agent of a foreign insurance company to take out a license.

Paul was appointed the agent of several fire insurance companies incorporated in the state of New York. He applied for a license, offering to comply with all the provisions of the law excepting the deposit of bonds. The license was refused and he, notwithstanding, undertook to act as agent for the companies, offered to issue policies in their behalf, and in one instance did issue a policy in their name to a citizen of Virginia. For this violation of the statute he was indicted and convicted in one of the state courts, and the judgment was affirmed by the supreme court of appeals of the state. Error was prosecuted from this court, based on, as one of its grounds, the alleged violation of the commerce clause of the Constitution of the United States.

Replying to the argument to sustain the contention, the court said, by Mr. Justice Field, that its defect lay in the character of the business done.

"Issuing a policy of insurance is not a transaction of commerce. The policies are simply contracts of indemnity against loss by fire, entered into between the corporations and the assured, for a consideration paid by the latter. These contracts are not articles of commerce in any proper meaning of the word. They are not subjects of trade and barter, offered in the market as something having an existence and value independently of the parties to them. They are not commodities to be shipped or forwarded from one state to another, and then put up for sale. They are like other personal contracts between parties which are completed by their signature and the transfer of the consideration. Such contracts are not interstate transactions, though the parties may be domiciled in different states. The policies do not take effect—are not executed contracts—until delivered by the agent in Virginia. They are, then, local transactions, and are governed by the local law. They do not constitute a part of the commerce between the states any more than a contract for the purchase and sale of goods in Virginia by a citizen of New York, whilst in Virginia, would constitute a portion of such commerce."

Sustained in *Ducat v. Chicago, in Liverpool & L. Life & F. Ins. Co. v. Massachusetts, in Fire Asso. of Philadelphia v. New York*.

This legislation is in effect attacked by the contention of the insurance company. We have already pointed out that if insurance is commerce and becomes interstate commerce whenever it is between citizens of different states, then all control over it is taken from the states, and the legislative regulations which this court has heretofore sustained must be declared invalid.

The number of transactions does not give the business any other character than magnitude. If it did, the department store which deals with every article which covers or adorns the human body, or, it may be, nourishes it, would have one character, while its neighbor, humble in the variety and extent of its stock, would have another. Nor, again, does the use of the mails determine anything. Certainly not that which takes place before and after the transaction between the plaintiff and its agents in secret or in regulation of their relations. But put agents to one side and suppose the insurance company and the applicant negotiating or consummating a contract. That they may

live in different states and hence use the mails for their communications does not give character to what they do; cannot make a personal contract the transportation of commodities from one state to another, to paraphrase *Paul v. Virginia*. Such might be incidents of a sale of real estate (certainly nothing can be more immobile.) Its transfer may be negotiated through the mails and completed by the transmission of the consideration and the instrument of transfer also through the mails.

It is contended that the policies are subject to sale and transfer, may be used for collateral security and other commercial purposes. This may be, but this use of them is after their creation—a use by the insured, not by the insurer. The quality that is thus ascribed to them may be ascribed to any instrument evidencing a valuable right. The argument was anticipated in *Paul v. Virginia*, citing *Nathan v. Louisiana*, where, as we have seen, a tax on money and exchange brokers who dealt in the purchase and sale of foreign bills of exchange was sustained as not conflicting with the constitutional power of Congress to regulate commerce among the states or with foreign nations.

Judgment affirmed. Mr. Justice Hughes and Mr. Justice Van Devanter dissent.

Automobile Liability Decision

Under an automobile accident policy, providing that insurer would defend any suits against insured on account of automobile accidents, the insurer was not required to defend a criminal proceeding.—*Patterson v. Standard Accident Ins. Co.*, 144 N. W. 491.

Live Stock Decision

Where live stock insurance policies did not provide that the policy was in force only while the horse was in a certain town, and insured requested a similar renewal policy, insured could assume that the policy issued did not contain a provision so limiting the company's liability. — *Indiana & O. Live Stock Ins. Co. v. Keiningham*, 161 S. W. 384.

Change of Beneficiary

The beneficiary acquires no such rights in a life policy as can prevent the insured from substituting another beneficiary at will, where the policy reserves the right to the insured to make such change.

A condition prescribing the method of changing beneficiaries is valid, and ordinarily renders ineffectual any attempt to make such change in any other manner.—*Townsend v. Fidelity & Casualty Co. of New York*, 144 N. W. 574.

A provision that no "assignment" of interest under the policy should bind the insurer, unless its written consent was indorsed thereon, did not render ineffective a change of beneficiary made by the insured in his will.

That a policy, as a mere incident to the principal contract and without any independent consideration, insured the beneficiary, if between 16 and 60 years, against certain injuries, did not deprive insured of his right to change the beneficiary without the insurer's consent, where no other restriction was placed upon the insured with reference to the age or condition of health of the beneficiary.

Where the insurance policy was silent as to the method of changing the beneficiary, a provision of the insured's will making such change was valid.—*Id.*

Failure to Return Life Policy

Failure of insured to return the policy as required in case of default in payment of premiums held to destroy his rights in the absence of a waiver or estoppel.

Rev. St., permitting the service of notices on agents of insurance companies, renders void a stipulation that no one, except one of the executive officers, shall alter contracts or waive forfeitures.

The act of a life insurance agent in informing a holder of a life policy that he was entitled to as many twentieths as he had paid premiums without any other policy, held a waiver of the stipulation in the policy for its return to insurer as a condition precedent to insured's exercise of his rights under the policy.—*Frye v. Equitable Life Assur. Society of the United States*, 89 A. 57.

Financial
Condition

of

Occidental
Life
Insurance
Company

December 31, 1913

of California

ADMITTED ASSETS	LIABILITIES
Mortgage Loans on Real Estate, first liens \$653,640.50	Reserve on Life Policies required by law \$505,839.00
Loans to Policyholders, upon se- curity of Company's Policies 80,321.81	Additional Reserve voluntarily set aside 2,901.00
Cash in Office and Banks . . 90,714.13	Reserve on Accident Policies re- quired by law . . . 41,188.40
Accident Premiums in Course of Collection (written on or after Oct. 1st, 1913) . . . 19,429.99	Premiums Paid in Advance . 5,795.95
Interest Due or Accrued on Mort- gage and Collateral Loans 11,678.46	Reserved to cover Estimated Lia- bility on Claims reported to Accident Department, proofs not completed . . . 11,932.00
Net Life Premiums Deferred and in Course of Collection . 41,407.62	Commissions to become due to Agents on Premiums in Course of Collection, Acci- dent Department . . . 6,261.70
	Reserved for Federal, State and other taxes hereafter payable 11,564.02
	All other Liabilities . . . 13,015.34
	TOTAL LIABILITIES \$598,497.41
	Surplus as regards Policyholders, including \$250,000 Capital Stock 298,695.10
TOTAL ADMITTED ASSETS \$897,192.51	\$897,192.51

PROGRESS OF COMPANY DURING PAST FIVE YEARS

	Admitted Assets	Prem. Income Life Dept.	Prem. Income Acc. Dept.	Life Insurance For Year	Life Insurance in Force
1909 . .	\$437,366.24	\$157,612.32	\$105,403.11	\$2,125,744.74	\$4,056,924.07
1910 . .	529,815.67	191,820.76	133,488.53	2,361,438.36	5,296,312.00
1911 . .	631,482.89	229,804.91	162,398.16	2,427,761.29	6,495,776.70
1912 . .	757,952.57	251,325.96	163,950.02	2,544,685.87	7,516,857.21
1913 . .	897,192.51	299,944.09	172,319.43	3,157,238.58	8,738,603.36

Payment of Taxes Under Duress and Recovery of Same

California Supreme Court Decision — Companies Are Exempt from License Tax

Case of the Hartford Fire, in its own behalf and as assignee of other fire insurance companies, against Frank C. Jordan, as secretary of state of the state of California, and E. D. Roberts, as treasurer, and against both as individuals.

Case of the company presented by T. C. Coogan.

Appeal from judgment by the superior court (J. M. Seawell, J.) in favor of the company.

Judgment and order appealed from were affirmed. (Lorigan, J., Henshaw, J., Melvin, J., and Shaw, J., concurring.)

Action to recover moneys paid under protest as a state license tax on fire insurance corporations for the first fiscal year beginning July 1, 1911. This tax is provided for under laws of 1905, requiring every corporation to procure a state license, the amount of the tax being based on the authorized capital stock.

Constitutional Amendment

In Nov., 1910, sec. 14 of art. 13 of the California state constitution was ratified.

Paragraph b provided that "Every insurance company or association doing business in this state shall annually pay to the state a tax of one and one-half percent upon the amount of the gross premiums received upon its business done in this state, less return premiums and reinsurance in companies or associations authorized to do business in this state. * * * This tax shall be in lieu of all other taxes and licenses, state, county and municipal, upon the property of such companies."

The principal question on this appeal is whether this provision of the constitution superseded the state corporation license tax act and thus exempted the plaintiff and its assignors from the payment of such tax.

The complaint as originally filed was against Jordan and Roberts in their official capacities only. Subsequently the court allowed plaintiff to amend the complaint by including these officials in the title as defendants individually, and to amend the

prayer by asking judgment also against them as individuals.

All the allegations of the complaint were admitted except the allegation that the money was paid involuntarily under a threat of forfeiture.

Defendants insisted that the license tax was voluntarily paid and hence cannot be recovered back. (Other companies paid the license tax without protest.)

There was no judgment against Jordan in his official capacity but solely against him individually.

Proclamation of Forfeiture

Under the law, the failure of plaintiff to pay the tax to the state within the time provided would result in a proclamation declaring that it had forfeited its right and was without authority to do business in the state. The payment was made to prevent the threatened result, and was paid under a written protest against its exaction as being illegal.

Similar Suit In Iowa

Scottish Union Ins. Co. v. Herriott, 109 Iowa 606, presents a case practically identical with the one at bar. A law of Iowa provided that foreign and domestic insurance companies on filing their annual statements should pay to the treasurer of the state as taxes a certain percentage tax (different as between foreign and domestic companies) on the gross amount of premiums received by them during the preceding year, taking a receipt therefor to be filed with the auditor of the state, who should not, until such filing, issue the annual certificate as provided by law authorizing the corporations to do business in the state. Upon failing to make payment of the taxes imposed when plaintiff filed its annual statement it was notified by the auditor that if the amount was not paid, action would be taken to collect the tax by distress or suit, and that the company would be precluded from doing business in the state. The plaintiff then paid the tax to the state under protest and subsequently sued to recover it back. It was claimed that the payment was voluntary. The court said: "Again it is said that the money was paid voluntarily and cannot be

recovered back. The petition recites in substance that plaintiff had large property interests in the state, which it was in duty bound to preserve and protect and that the letter from the auditor of the state made it impossible for plaintiff to continue its business or protect its property without paying the tax. At the time of the payment plaintiff filed with both the treasurer and the auditor a written protest in which it claimed that the tax was unconstitutional and invalid and that by so paying it did not acknowledge its liability to pay the tax or waive any of its rights to contest the same. Plaintiff was bound to submit to the exaction or discontinue its business. Under such a state of facts, it is clear that plaintiff's act was not voluntary and that it may recover back the amount paid, provided it has established its claim that the act in question was unconstitutional. (Swift Co. v. United States, 111 U. S. 23; Cunningham v. Monroe, 15 Gray, 471; Carew v. Rutherford, 106 Mass. 1; 8 Am. Rep. 287; Beckwith v. Frisbie 32 Vt. 559; Shelton v. Platt, 139 U. S. 594, and cases cited in State v. Nelson, 41 Minn. 25.)"

California Court Ruling

The court concluded as follows:

We do not think in view of this decision just quoted, that further discussion on this branch of this appeal is necessary. The right of insurance companies, whether domestic or foreign, to do an insurance business in this state is a franchise; is property of the company engaged in it and it is upon this franchise that under the provisions of the constitutional amendment the tax therein provided for, is levied. The state license tax imposed under the act as it stood when the constitutional amendment was adopted and under which the license tax here in question was exacted, is a tax for revenue imposed—so far as insurance companies are concerned—on their franchise right to do business in the state. But as this franchise is taxed under the constitutional amendment and the tax thereby levied is declared to be in lieu of "all other taxes and licenses, state, county and municipal upon the property of such companies," the effect of the amendment was to

supersede the prior state license tax act so far as it applied to insurance companies and to exempt them from the provisions thereof as to the payment of the license tax thereunder.

The judgment and order appealed from are affirmed.

An Imaginary Disease

It is a remarkable fact that on the same day the press printed the serious illness of two persons, one in Pennsylvania and the other in California, from imaginary "hydrophobia." Neither had ever been bitten, both imagined themselves afflicted with this alleged disease and exhibited the alleged symptoms. Ignorant physicians encourage these delusions. Rabies, with negri bodies in the brain, never shows the symptoms popularly attributed to the imaginary "hydrophobia."

Provision in fire policy that insurer should be liable for only such portion of any loss as the amount insured bore to the actual cash value of the property held a provision for coinsurance, and void under Rev. St. 1909, § 7023; section 7030 limiting insurance to $\frac{3}{4}$ of the value having no bearing on the construction of section 7023.—Alsop Process Co. v. Continental Ins. Co., 162 S. W. 313.

The Hartford Agent for February has an article on Richmond, Cal., by Melville Mund. This Mundane view of the Pittsburg of the Coast is a moving picture which should move the reader to invest in a town lot.

Robert K. Dewey of Greenville, Ill., has been a local agent for the Hartford Fire for over 50 years. That is why he looks so young.

The number of unemployed persons in the United States is now said to be 25 per cent of the wage earners. Ordinarily the percentage is 5. Not a single insurance agent or solicitor is a recruit of this army of the unemployed.

The man who wears a monocle advertises a defect.

ONE THING AND ANOTHER

In twenty years the income of the oldest life company on this continent, the Presbyterian Ministers Fund, increased from \$92,303 to \$1,074,338. Age does not stale the charms of this old lady.

* * *

Insurance clerks in Massachusetts are hereafter to have a holiday on New Year's day, not heretofore a legal holiday in the the good old fashioned Bay State.

* * *

In this Sucker Land the people spend yearly \$65,000,000 on land, mining, oil, rubber and insurance promotion swindles.

* * *

The small nose-drill person is said to be an easy prey to terrible tuberculosis.

* * *

I am painfully surprised by the discovery that some of my carping contemptories do not yet know that group insurance is not industrial insurance. Possibly they will know in the coming time when there will be no other kind.

* * *

Conceit may often pay—but egotism, never.

* * *

It is a rare day when some gay aviator does not fall into some bay or roadway or other where and crash and smash and mash and jar ala the autocar. Which is the more deadly, in proportion to numbers—which is the safer—the flying plane or the automobile?

* * *

Gets 7 Years.—Joseph R. Patterson, 733 Duncan St., San Francisco, was sentenced to seven years in San Quentin for arson.

* * *

You can well judge a man by his hair—if he has any.

* * *

Grass Valley, Cal., Has Poor Fire Protection.—The city engineer says a large part of Grass Valley has little or no protection from fire, owing to the heavy drain on the single main. At a recent fire on an outlying street the pressure was not strong enough to inflate the hose.

The Coast Review was the first newspaper in the world to suggest that maybe there would not be water enough for the Panama canal; but when a subscriber in Germany offered to supply beer enough to float ships thru the canal in dry weather we ceased to mourn.

* * *

The latest is a stove polish made principally of benzine.

* * *

By Heaven, 'tis also writ in the pit of the stomachs of men that they shall rest one day in seven.

* * *

Willard Done, commissioner of insurance for Utah, wrote to the Coast Review:

"If I can do anything to co-operate with you in the work in which we are mutually interested, that of purifying the insurance atmosphere and placing the business on a still higher plane, it will be a pleasure for me to do so."

* * *

Many honest men have been ruined because other honest men trusted them too far and with too much.

* * *

I am of opinion that a corporation has no soul, nor memory nor gratitude—not after awhile.

* * *

Balmy Sleep

Many are asleep who fancy they are awake—some people and some insurance companies. Many of the latter went to sleep for all time in 1913. They did not advertise—nary a one.

"God's blessing," said Sancho Pansa, "be upon the man who first invented this self-same thing called sleep—it covers a man all over like a cloak."

"For this end I cause myself to be disturbed in my sleep, that I may the better and more sensibly relish it. 'Tis the refuge of the unfortunate—the enfranchisement of the prisoner—the downy lap of the hopeless, the weary and the broken-hearted." So, Shandy, Gentleman.

Spokane Life Notes

W. H. Shields, who succeeded to the management of the Spokane office of the Mutual Life of New York, has entirely reorganized his staff and will push hard for business. N. A. Tenney, formerly of Devil's Lake, South Dakota, has become superintendent of agents for the state of Montana, and A. M. Riley, who has been out of the insurance business for several years, has been appointed superintendent for Idaho and eastern Washington. Mr. Shields is one of the largest personal producers in this field.

The renewal premiums of the Western Union Life during the month of January averaged over \$1,000 per day. The Western Union wrote half a million new business in January and at the beginning of this year had over \$17,000,000 of paid for business in force. General Manager W. M. McConnell says: "The company has decided not to enter any new states at this time, but to devote its energies to developing the agency force in the four northwestern states in which it is already entered, where it is best known and where its directors reside. Over 60 percent of its business last year was from our home state of Washington."

The Washington National Life, which has been under organization for nearly three years, is said to be about ready to start business. Boyd C. Barrington, who organized the company, has done all the work himself and refrained from resorting to schemes which would bring in the subscriptions more quickly.

W. M. Chance has been appointed agency manager for the Continental Life of Salt Lake, for eastern Washington, with headquarters at Spokane.

The Western Union Life Insurance company recently held its annual election of officers with the following results: R. Lewis Rutter, president; C. W. Winter, vice-president; R. Insinger, vice president; W. M. McConnell, general manager; Charles Timblin, assistant general manager; J. N. Wright, secretary; F. H. Clausen, assistant secretary; Dr. C. S. Kalb, medical director and Paul L. Woolston consulting actuary. Three

new trustees were elected as follows: J. P. McGoldrick, lumberman, R. B. Paterson, president large mercantile establishment, and W. G. Graves well known attorney. Of the 2,000 shares of stock in the Western Union, 1,652½ shares were represented at the meeting. The company has had a good year.

The affairs of the New World Life Insurance company have been ironed. The stockholders finally reelected the old officers who are: John J. Cadigan, president; Dr. H. B. Luhn, vice president and medical director; Edward J. O'Shea secretary, and T. A. E. Lally, general counsel. It required five days for the committee to check up the proxies.

The contracts with the Columbia Underwriters and Columbia Finance company have been abrogated. It is understood that the contract for the sale of stock with the Columbia finance company will be restored and that the damages from canceling the agency contract with the Columbia Underwriters will be settled by arbitration. The New World will write its own business and is now seeking an agency manager.

The Columbia Underwriters, which have been writing insurance for the New World Life, will soon be prepared to make a contract to write a large volume of business in the states of Washington, Idaho, Oregon and Montana.

Must Make No Wage Deduction to Pay Premiums

The state industrial accident commission of California has ruled that any reduction of wages to meet the cost of the compulsory insurance is opposed to the spirit of the law, which aims to make each industry bear the loss of disability.

In California all auto stokers come under the compensation provisions of the new law.

Farm employees are not protected by the new California compensation law, but if they step on a rusty barbed wire they can sue the farmer in the courts for damages, under the first two sections of the Roseberry act.

Hawaii

Assistant General Agent Sheahan of the Home has returned from Honolulu. He has entered the company in the territory and appointed Alexander & Baldwin, agents.

Annexes Barred

The insurance commission of Michigan has ruled against the admission of "Underwriters' agencies" or "annexes." But annexes of Michigan companies are permitted. This ruling is being tested in the courts.

Insurance Co. of North America

Assets, \$17,938,784, a gain of \$122,595. The reinsurance reserve is \$7,765,538, a gain of \$182,289. Surplus to policyholders, \$8,745,460, including the \$4,000,000 capital and the \$745,460 capital contingent or voluntary reserve fund. These figures are compiled from the 122d annual statement. Since organized in 1792 the Insurance Company of North America has paid \$164,800,757 in losses.

Louis H. McRae has transferred his real estate and insurance agency at Everett, Washington, to Daniel A. Duryee of the same place. This transfer includes the agency of the Hartford Fire Insurance Co. which goes to Mr. Duryee's office. The McRae agency was one of the oldest in Everett and the Hartford was the sole company in the office. Mr. McRae has been appointed secretary of the Centrifugal Aero-Plane Co. and he will immediately go to San Diego, where his company has received a large concession for the 1915 fair.

Wilbur S. Tupper had a contract with a Kansas City company, calling for \$9,000 a year and 5 percent of all new premiums collected. Last week this contract was canceled.

Two Spokane municipal construction jobs are now in the hands of the bonding companies. These are the new Spokane city hall, which Contractor M. C. Murphy

abandoned with over \$50,000 worth of work to be done; and the new county infirmary which Contractor I. J. Galbraith abandoned with some work to be completed. Both contractors disappeared. The city hall job fell to the Title Guaranty & Surety Company and the American Surety Company. The county infirmary was bonded by the Fidelity & Deposit Company.

Travelers' Banquet

An agency banquet of Travelers men was held Saturday evening, February 14, in San Francisco, with Manager Holman as host.

Twenty men from San Francisco have qualified to go to the company's convention in Hartford, April 1. Sixteen are agents and four are branch office men.

Volunteers and Unsalaries Not Covered

The California industrial accident authorities have ruled that volunteer firemen and all public officials who serve without remuneration are entitled to medical and surgical benefits but not to other compensation benefits.

Cup Contest of Life Associations—Seattle Wins

The result of the November-December contest among the Pacific Coast life underwriters' associations for the cup trophy resulted in new members enrolled in each of said associations during those two months as follows:

Portland, 3; Seattle, 94; San Francisco, 6; Los Angeles, 60; Tacoma, 15. Seattle carries off first honors and will hold the cup during the six months ending June 30th next.

Liability.—A Kentucky bill prohibits automobile owners from insuring against liability.

A similar measure restricts doctors and dentists from insurance against liability for malpractice.

The Kentucky old home senator has made a grave omission. He has not denied the owners of vehicles from the protection of vehicle insurance.

Royal and Queen Meeting

On Saturday evening, February 7th, the annual re union and dinner of the officials, field force and staff of the Royal Insurance Co. Ltd., Queen Insurance Co., and Royal Indemnity Co., was held at the Hotel Bellevue. There were 118 present, and a few were unavoidably absent on account of sickness or other causes.

New Nevada Fire

A new fire company, a promotion, is about ready to blossom in Carson, as the Nevada Fire Ins. Co., for Nevadans only, with \$100,000 capital and some sure-enough net surplus. Particulars promised promptly.

American of Newark

This old fire company is now a 10-millionaire. Assets, \$10,004,903, a gain of about \$139,000; net surplus, \$3,252,859, a gain of \$117,756. Unearned premiums are \$4,936,969, a gain of \$156,600. This is the 68th annual statement.

It is probable that the fire companies will discontinue business in Kentucky, as they did in Missouri, and for the same reason—too much politics. Proposed amendments to the rating law are unbearable. Business men are protesting, but as their votes do not affect elections their objections are ignored. The proposed law is a vote-catcher.

Banff, Alb., Feb. 7.—King Edward hotel and several store blocks destroyed by fire. Water mains frozen. Firemen dynamited a department store and other buildings in the path of the flames, when it was certain no water could be drawn from the mains.

Hawaii.—It is proposed by Congress to reimburse the fire companies \$82,225 paid for property burned in 1889 by the civil authorities in their campaign against the bubonic plague in 1889. The companies interested are those which issued policies without the usual exemption for losses by fire set by the authorities.

The Western of Pittsburg has reinsured much of its business in the Williamsburg City.

Hartford Fire

Assets, \$26,525,974, which is a small gain; reinsurance reserve, \$14,781,393, a gain of \$910,000; net surplus, \$7,548,522; special reserve, \$500,000; policyholders' surplus, \$10,048,522. There has been a handsome increase in premium income.

Mortality Experience of the San Francisco Life Insurance Co.

The following figures show the continuous record of excellent mortality experienced during the past three years by the San Francisco Life:

Year	Expected Mortality	Actual Death Strain	Profit Mortality	Percentage On Actual To Expected
1911—	10,140	2,500	7,653	23%
1912—	23,171	7,214	15,957	31
1913—	55,812	29,783	26,029	53
Total—	89,123	39,497	49,639	44

San Francisco Premium Decline

San Francisco fire premiums last year fell off \$633,174 or 15.2 percent. American companies' loss was 12.6 percent; foreign companies' loss was 20.3 percent. In the previous year the premium decline was \$528,220.

Death of Wm. Friend

William Hovey Friend, formerly secretary of the Sun Insurance Co. of San Francisco, died on February 9, aged 74. Deceased had lived on this Coast for nearly a half century. His son was associated with George Butler in a San Francisco general agency.

The Montana Life reports \$786,984 admitted assets, \$250,000 capital and \$275,003 net surplus. New business issued in 1913 was \$3,603,000, a gain of \$1,105,750 over previous year.

H. B. Hawley, president of the Great Western Accident Association, Des Moines, Iowa, arrived in San Francisco on February 6th, to attend the conference of the California agents for the Great Western.

Hartford

The Hartford Fire reports \$26,525,973 assets, \$16,454,395 premiums, \$14,781,392 reinsurance reserve, \$7,548,522 net surplus. A small increase in assets, a gain of over a million in premiums, a gain of over \$900,000 in reinsurance reserve. Values of securities declined about \$1,000,000.

Ankele Gets the Occidental Fire

The little Occidental Fire is withdrawing from the Board. It has appointed J. H. Ankele as its representative.

The funeral services of the late John W. Gunn were attended by so many friends that the chapel was completely filled. The floral pieces were many and beautiful. The clergyman (an Episcopalian from San Jose) was a personal friend of Mr. Gunn for two years past. He said: Our departed friend was not a member of my church; I do not know that he was a member of any church; but I do know that he was a true Christian, for I believe that Christian is that Christian does. John Gunn was a true man, for he was one whom women trusted and children run to.

Agricultural.—Assets, \$4,392,768, an increase of over \$113,000; reinsurance reserve, \$1,881,103, a gain of \$48,000; net surplus, \$1,550,636, a gain of \$70,600.

Hamburg-Bremen.—U. S. branch reports \$1,944,014 assets, \$1,232,415 reinsurance reserve, and \$560,144 surplus. Reserve and surplus are slightly larger than a year ago.

Income Tax

If your net income from March 1 to December 31 (inclusive), 1913, was \$2,500 or more, you are required to make a return thereof under oath to the collector of internal revenue. This return must be filed before March 1, 1914.

Any person liable under the law to make a return who neglects or fails to do so within the set time is subject to a penalty not to exceed \$1,000; and should the revenue officer have to assert its authority to obtain

a return, an additional tax of 50 percent on the amount assessed shall also be collected.

The prescribed blank is No. 1040, which you can procure from your bank or from any internal revenue office. The latter will mail you copy on request.

California Fire Business

Figures now in hand give an average incurred loss ratio of 43.7 percent in California in 1913.

Coast Fire Loss Ratio

Figures in hand yield an average fire loss ratio for the Coast of 47.8 percent for 1913.

\$7,064,000 in California

The Pacific Mutual Life Ins. Co. wrote in 1913 \$7,064,000 new paid-for business. Kilgariff & Beaver are the general agents.

Losses incurred must not be deducted by companies when making a report under the income tax law. Losses paid only are to be deducted. If a city burns down in December, the affiliated companies must pay the income tax without such loss deduction for the year.

Chicago insurance clerks will hereafter not be allowed commissions on business brought in by them. The local board has been issuing licenses to clerks for \$1 a year.

Coast Review Index 1913 will be forwarded to any subscriber who will send us a post card or other request.

The Providence - Washington reports \$4,928,081 assets, a gain of \$152,000. The net sum is \$1,009,217, which is only a small amount less than last year. Reinsurance reserve is \$2,450,614, which is a large gain.

California life business returns will not be hereafter as printed in the Coast Review for forty years past.

Over insurance is prohibited by law in North Carolina.

FIREMAN'S FUND INSURANCE COMPANY

Wonderful 51st Annual Statement, Showing Large Gains — Reinsurance Reserve Gained Some 37 Percent—Largest Premium Income in the Golden Jubilee Year—Largest Assets and Largest Reserve—Company Begins Its Second Half Century Most Auspiciously.

The 50th anniversary year of the Fireman's Fund Insurance Company was a complete success. Business increased, and large sums were added to the assets, premiums and premium reserve. The income was the largest in the history of the company, by far. The premium income was increased, in the year, in round numbers, \$2,000,000, or more than 36 percent.

In the financial world there was an extraordinary depreciation in the market or selling values of the best securities, but this company gained nearly \$600,000 in assets at quoted values. If the "liquid" securities in the assets were reported at their true or average value the Fireman's Fund's assets would top the \$10,000,000 mark; but with the temporary depreciation or "shrinkage" recognized in the official returns, the assets are \$9,864,872.

The total income in the past year was \$7,862,812, against \$5,850,333 in the previous year. Marine and inland premiums were \$2,221,773, against \$2,014,551 in 1912. Fire premiums were \$5,241,173, against \$3,458,215 in the previous year. We are, of course, dealing with net figures. These are impressive gains.

The total expenditures were \$7,071,688, leaving \$791,124 as the excess of income. The fire losses paid were \$2,607,140, or 49.7 percent of the fire premiums. The marine and inland losses were \$1,324,423.

It was a memorable year in the history of this popular and successful California company. The annual statement most worthily celebrates the semi-centennial of the company and fitly crowns the life work of its retiring president.

Preferred Accident

This enterprising New York company now has \$2,981,585 assets which is a gain of \$54,558. Of the assets, no less than \$2,193,137 is in bonds at the valuation fixed by the New York and Massachusetts state insurance departments. The capital is \$700,000 paid up; the net surplus, \$745,916; voluntary contingent reserve, \$100,000; and the reserve for policies, \$1,063,043.

The Pacific Coast department, under Manager Geo. C. Farrell, is also doing well.

Injured the Engine — Fire Apparatus Out of Commission for Several Days

One of the engines of the Sacramento fire department has been out of commission this week. The engine was loaned by City Commissioner Bliss to J. D. Lauppe to pump out his basement on K street between Thirteenth and Fourteenth upon the statement that the water was finding its way into the basement rapidly, threatening to do damage to thousands of dollars' worth of goods. The engine did duty for several hours, but there was so much grit in the water that the valves were very badly cut. They are now practically worthless and will have to be replaced before the engine will be fit for duty again. In the meantime a gasoline engine has been installed by Lauppe and is still at work pumping out the basement.

Upon the suggestion of Fire Chief Anderson, Commissioner Bliss is to have the relief fire engine, which is seldom used, put into commission for just such emergencies as the inundation of Lauppe's basement. It will also be used to pump out basements of business houses that become filled with water during the progress of a fire. — News.

Joy will cure dyspepsia. Everyone deserves one or the other.

SUMMARY OF THE
FIFTY - FIRST ANNUAL STATEMENT
OF THE
FIREMAN'S FUND

INSURANCE COMPANY OF CALIFORNIA

January 1, 1914

ASSETS

Bonds Owned by Company	\$4,563,860 54
Stocks Owned by Company	754,093 00
Loans on Bonds and Mortgages	1,512,900 00
Loans on Collaterals	397,450 00
Cash in Bank and Company's Offices	748,071 48
Premiums in Course of Collection and Marine Premium Notes	1,324,519 66
All Other Assets	92,977 16
TOTAL ASSETS	\$9,864,871 84

LIABILITIES

Losses in Process of Adjustment	\$ 642,611 64
Reinsurance Reserve	5,118,514 90
All Other Claims and Demands	292,500 00
Reserve for January Dividend	60,000 00
Capital Paid in Cash	1,500,000 00
NET SURPLUS	2,251,245 30
TOTAL LIABILITIES	\$9,864,871 84

INCOME

Net Premiums—Fire	\$5,241,173 24
—Marine	2,221,773 27
Interests, Dividends, Rents	390,403 27
All Other Income	9,462 11

\$7,862,811 89

EXPENDITURES

Net Losses Paid—Fire	\$2,607,139 66
—Marine	1,324,423 61
Dividends	240,000 00
Commission and Brokerage	1,595,588 43
Taxes and all Other Expenditures	1,304,536 78

\$7,071,688 48

OFFICERS :

BERNARD FAYMONVILLE, *President*

J. B. LEVISON, *Vice President*

LOUIS WEINMANN, *Secretary*

HERBERT P. BLANCHARD, *Ass't Sec'y*

THOMAS M. GARDINER, *Treasurer*

JOHN S. FRENCH, *Ass't Sec'y*

A. W. FOLLANSBEE, Jr., *Marine Secretary*

Home Office: Company's Building, 401-407 California Street,
SAN FRANCISCO.

London & Lancashire and Orient Meeting

On Thursday evening, February 5th, Manager Sam B. Stoy banqueted the officials, field force, and heads of the departments of the London & Lancashire Fire Insurance Company Limited, Orient Insurance Company, and London & Lancashire Guarantee & Accident Company, in the Imperial suite of the Palace hotel. A most enjoyable repast was served, after which the annual meeting was held. It was a decided success in every way, and being the first reunion since Mr. Stoy's appointment as manager, the happy occasion will long be remembered with pleasure and delight.

Field Men

Manager Smith of the Law Union & Rock and Union Assurance has appointed M. B. Boothley special agent for the Mountain field, covering Colorado, Wyoming and New Mexico, with headquarters at Denver. Mr. Boothley has recently been connected with the Board office at Salt Lake City.

At Spokane, John M. Gordon is special for the Connecticut.

At Salt Lake, I. M. Fisher Jr. is special for the Commercial Union.

The Atlas field men are now—Seattle, A. E. Ehrhorn; Spokane, E. K. Lower; San Francisco, F. H. Elster, Craig Owens; Los Angeles, H. R. Jackson; Denver, Wm. Manning.

Luncheon.—The accident insurance committee of the World's Insurance Congress gave a luncheon, February 17, to a visitor—President H. B. Hawley of the Great Western Accident Association, of Des Moines, Ia. Some fifteen accident men—some of whom met for the first time—extended the cheerful hand to Mr. Hawley and welcomed him to our city.

President Clark of the Aetna will be tendered a luncheon by the fire branch of the World's Insurance Congress.

The Glens Falls now has \$5,523,704 assets and \$2,318,200 net surplus. Increase in unearned premiums was \$66,986.

Spokane's Fire Record

Spokane made an enviable record in its fire losses despite the charges that have been made in the past two years that there was a "situation" here. That the fire losses have been unusually low and that the moral hazard of fire risks in this city are remarkably good are shown in the annual report of Fire Chief A. L. Weeks. The amount of insurance risks involved in the fires represented by the losses totaled \$4,479,794.92. The total of all fire losses, insured and uninsured, was \$241,585.85, the second lowest in 10 years. The value of the buildings involved in fires was \$3,814,048.65 and the value of the contents was \$2,034,287.41, making a total property risk of \$5,848,336.06.

Loss on buildings was \$138,681.58 and on contents \$102,904.27, a total of \$241,585.85.

The uninsured loss or loss above insurance was \$50,156.52. Insurance paid on losses in buildings was \$110,400.93, and on contents \$81,028.40, a total of \$191,429.33. The insurance carried amounted to \$2,712,893.32 on buildings and \$1,766,901.60 on contents, making a total of \$4,479,794.92. The number of alarms turned in during the year was 825.

TEN YEAR FIRE RECORD

	Property Risk	Fire Loss
1904—	\$2,155,751	\$329,161
1905—	1,523,167	345,122
1906—	1,753,773	246,246
1907—	2,142,852	253,605
1908—	3,343,661	415,524
1909—	4,427,011	382,137
1910—	5,069,373	769,699
1911—	5,001,966	231,116
1912—	6,444,908	270,106
1913—	5,848,336	241,585

S. P. O.

Prof. A. W. Whitney, formerly of California, and now associate actuary of the New York insurance department, has been elected manager of the Workmen's Compensation Service Bureau.

Denver has voted \$8,000,000 bonds for a municipal water system and more jobs for politicians.

The Aetna

The Aetna (Fire) of Hartford has \$22,481,250 assets, and \$6,909,389 net surplus. Premiums gained \$368,000.

Sun of London

The United States branch of the Sun has \$4,666,148 assets, which is a gain. The reinsurance reserve is \$3,000,794, a gain of about \$83,000. The surplus is \$1,495,310, a gain of \$252,000.

Western Assurance

The United States branch of the Western of Toronto has \$2,578,165 assets, a gain of \$113,000. The surplus is \$1,053,888, which is a gain. The reinsurance reserve made a good gain.

Fire Association of Philadelphia

The statement of January 1 shows \$9,154,808 assets at cash market values. This is a gain in spite of the depreciation of market values. Net surplus is \$2,558,865. The reinsurance reserve is \$5,445,437, a gain of \$95,039, indicating a considerable advance in new premiums.

That Illegal Corporation Tax

The supreme court of California has granted the secretary of state a new trial in the corporation tax suit. The rehearing is granted on the petition of the state's attorney-general, who asserts that it is the secretary personally who must refund the \$525 paid by the Hartford Fire. Therefore, the case again goes to the lower court.

As the secretary of state hasn't a pot for his pease, the fire companies have little chance to recover the unlawful tax if that official instead of the state be alone held liable.

New Westminster, B. C., Feb. 15—Plant and stock of Westminster Wood-Working Co. on Lulu island burned today. Loss \$60,000, including freights.

Marine Loss. — Schr W. H. Dimond lost in Alaska waters, on February 10. Both craft and cargo reported a total loss.

Capital Increase

The Westchester is increasing its capital from \$300,000 to \$500,000. The new stock is placed at \$40 a share, par value \$10. Surplus gets three-fourths.

Germania Fire

Assets, \$7,260,197, which is a gain; unearned premium reserve, \$3,365,601, a gain of over \$65,000; net surplus, \$2,596,267, which is only a slight decline.

British America

The United States branch has \$1,889,180 assets, a gain of some \$143,000. The reinsurance reserve is \$1,019,444, a gain of nearly \$103,000. The surplus is \$727,908, which is a gain.

President Wm. B. Clark of the Aetna of Hartford, accompanied by Mrs. Clark, is visiting California. They will not return home for some time, being here for a good time.

The National Board is not overly enthusiastic as to the fire hazard of the Panama-Pacific fair buildings. Machinery hall has no automatic sprinklers, the floors of nearly all the buildings have open spaces, fire-paint has not been sprayed on the inside of the buildings, and the water supply is not entirely satisfactory.

The American Union will pay 50 cents on the dollar.

The People's National's expenditures in 1913 exceeded its income a small sum. Premium decline, about \$79,000. Assets fell off \$146,565. Net surplus is \$14,000 less. Unearned premium liability is \$577,368, some \$10,000 less than a year ago.

The Liverpool & London & Globe leads in New York city premiums for 1913, with \$1,255,044.

At a recent underwriters' dinner in San Francisco one of the speakers spoke of "the heavy burdens of fire underwriters which clipped their wings."

The American Surety is fast nearing the 9 million post in assets.

Divorced Wife Beneficiary Retains Rights Under the Policy

The benefit accruing from a life insurance policy payable to insured's wife, naming her, is payable to her although she secures a divorce and he remarries and is living with his second wife at the time of his death.—*Filley v. Illinois Life Ins. Co.*, 137 P. 793.

When Suit Must Begin

Under statutes, suit must be delayed 60 days after demand only when the company does not answer the demand within that time, and, the refusal being sooner, suit may be commenced immediately thereafter.—*Thompson v. Interstate Life & Accident Co.*, 162 S. W. 39.

Life Agent's Commission

The contract of an agent of a life insurance company expressly terminating his right to commissions on termination of his employment, he is not entitled to renewal commissions on premiums payable after his retirement.—*Arensmeyer v. Metropolitan Life Ins. Co.*, 162 S. W. 261.

United States Supreme Court Decision

Misstatements by insured will, under Civ. Code Ga. 1910, avoid the policy where they are material to the risk, whether made in good faith or not.—34 S. Ct. 186.

Statements in Life Application

Under N. Y. laws, statements by the insured in his application cannot be considered unless incorporated in the policy.—145 N. Y. S. 196.

Bad Example

The city and county of San Francisco maintains a two-story wooden shack in the fire limits, at the southwest corner of Drum and Commercial streets, used as a fire engine house and lodging house for firemen. The water front owners are thereby justified in maintaining their nuisances, the disreputable row of wooden shacks near by.

Accepting Overdue Premiums

Where an insurer by its course of conduct induced the insured to believe that strict compliance with the provisions for payment of the premiums would not be insisted upon, it cannot declare a forfeiture for failure of the insured to pay premiums on time.—*Fugina v. Northwestern Nat. Life Ins. Co.*, 144 N. W. 989.

Where a health insurance company accepted an overdue premium for July, 1912, and also accepted other overdue premiums for subsequent months, plaintiff's default in failing to pay the July premium in advance was waived.—*Bruzas v. Peerless Casualty Co.*, 89 A. 199.

A provision that acceptance of overdue premiums shall not constitute a waiver of the requirement that premiums shall be paid in advance relates only to the future and does not prevent acceptance of overdue premiums from waiving a default in failing to pay them when due.—*Id.*

Coast Crops

It is early but the present outlook is favorable for '14 crops of all kinds but babies. The rainfall has been thus far in the "rainy season" more than normal; and California has a long-distance weather prophet who has been predicting a rainy February. Fifteen days have passed, with the moon "on its back," but up to noon February 15 no rain had fallen. However, many crops are already assured by a fall of 22 and more inches; and a few more inches with snow storms in the mountains, falling timely, will cause bountiful vegetables, fruits, hay, grain, nuts, wine and gold crops, and something like normal meat, milk, butter and cheese supplies. All which make the premium yield large and profitable. The "water levels" are rising and the springs will bubble and the brooks will purl as usual in the dry months. Things look bright on the Coast while the clouds do not roll by in the good old winter time.

A horse, we are told, will eat his head off, but that is only the first course for a motor car.—Puck.

Mutual Life Insurance Co. of New York Makes A Great Statement

Total admitted assets, \$607,057,-044.50; surplus for dividends and contingencies, \$101,701,924.70; policy reserves, \$493,043,566; insurance in force, \$1,598,466,078.00.

The key-note of the Mutual Life's annual statement, however, is "dividends paid policyholders." In its 71st year the oldest company in America "broke the record" by paying \$17,201,-730.49 in dividends to its policyholders. No other company has ever equaled this policyholders' dividend. This great "refund" gives additional pre-eminence to the leading life insurance company of the world. Dividends for 1914 will be \$18,078,540.88, an increase of \$710,-493.95.

In 71 years the Mutual Life has received from policyholders \$1,529,946,-237.28. In the same time it has paid to policyholders and holds in trust for them a total of \$1,734,790,673.31. The excess of benefits to policyholders is \$204,844,436.03. Here indeed is a record to be quoted in behalf of legal reserve life insurance! For it is powerful testimony to the security and the earnings of life insurance funds, as administered by men of ability and integrity.

The year 1913 was one of progress. The insurance in force gained \$47,578,-015.00. New insurances were \$165,-124,377, a gain of \$8,056,554. First year's premiums increased about a half million. The total premium income, now some 58 millions, gained \$1,207,-018.

The total paid policyholders in 1913 was \$63,757,992.51, or nearly 6 millions

more than the premiums received from them. The company's income is now \$7,230,000 a month. The margin of assets in excess of legal liabilities is \$84,280,109.69.

Collections Slow

Companies generally report unusually slow collections in this field. Money is scarce, and policyholders are delinquent in greater numbers than ever before.

New York Compensation Ruling

Supt. Emmett calls attention to subdivision 4, of section 54, of the workmen's compensation law, which reads as follows:

"Limitation of indemnity agreements. Every contract or agreement of an employer the purpose of which is to indemnify him from loss or damage on account of the injury of an employee by accidental means, or on account of the negligence of such employer or his officer, agent or servant, shall be absolutely void unless it shall also cover liability for the payment of the compensation provided for by this chapter."

All policies covering employers' liability, and running beyond June 30, 1914, will be void, unless the contract contains an agreement to cover liability for the payment of compensation provided for by the compensation law.

Companies are instructed to extend, by endorsement, all employers' liability policies which cover employers brought under the compensation act, and which extend beyond June 30, 1914, to cover and insure the assured against whatever liability he may be under to pay compensation on account of accidental injuries to or death of the assured's employees under the compensation law of New York. The premium rate must be determined by the company, approved by the insurance department and accepted by the assured prior to July 1.

At the annual meeting of The Columbian National Life Insurance Company, on February 12th, Actuary Walter I. King was elected a director.

THE MUTUAL LIFE Insurance Company of New York In 1913

In benefits to policyholders, the "Oldest Company in America" made a record in its 71st year never before achieved in life insurance.

\$17,201,730.49 in Dividends

This was the unparalleled sum refunded to policyholders in 1913—saved from premiums previously paid by them—while at the close of the year there was set aside from the same source the still larger sum of

\$18,078,540.88 for 1914

To be refunded in like manner during the current year in the form of so-called "dividends." Among the remarkable achievements of 1913 should be cited the

Total Paid Policyholders, \$63,757,992.51

This total, including death claims, endowments, dividends, surrender values, etc., was nearly a million and a quarter a week, and exceeded the amount received directly from policyholders during the year by \$5,271,666.43. Other notable features of the year's record are

Insurance in Force	. . . . . \$1,598,466,078.00
Admitted Assets	. . . . . 607,057,044.50
Policy Reserves	. . . . . 493,043,566.00
Total Income	. . . . . 86,749,490.43
Total Disbursements	. . . . . 74,856,679.73

BALANCE SHEET, DECEMBER 31st, 1913

ASSETS.

Real Estate	\$ 23,548,626.96
Mortgage Loans	133,873,225.46
Loans on Policies	88,184,039.49
Loans on Collateral	1,000,000.00
Bonds and Stocks	346,675,670.59
Interest and Rents due and accrued	6,783,813.60
Premiums in course of collection	4,217,981.72
Cash (\$1,899,742.02) at interest	2,245,273.23
Deposited to pay claims	528,413.45

LIABILITIES.

Net Policy Reserves	\$493,043,566.00
Other Policy Liabilities	9,144,309.29
Premiums, Interest and Rents paid in advance	1,961,349.67
Miscellaneous Liabilities	549,168.97
Estimated Taxes, License Fees, etc., payable in 1914	656,725.87
Dividends payable in 1914	18,078,540.88
Reserve for future Deferred Dividends	72,655,877.60
Contingency Reserve	10,967,506.22

Total Admitted Assets	\$607,057,044.50	Total Liabilities	\$607,057,044.50
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For Terms to Producing Agents, Address

GEO. T. DEXTER, 2nd Vice President

34 Nassau Street,

New York, N. Y.

Spokane

The W. L. Andre insurance agency has been incorporated with \$50,000 capital. This is an old well established accident and liability agency that has one of the largest businesses in its line in the Pacific Northwest and a corps of enterprising agents.

E. C. Schmidt, formerly a bank employe at Spirit Lake, Idaho, and a member of the \$100,000 club of the Prudential, has become general agent for the Missouri State Life for eastern Washington and northern Idaho, with headquarters at Spokane.

Angus W. Mishaw has succeeded to the general agency for eastern Washington of the Canada Life with headquarters in Spokane, succeeding Neil Flenner, who has taken up life insurance work in western Canada. Flenner was formerly a good producer in the Illinois and southern Ohio field.

The discontinuance of the International Casualty company has opened the way to what others consider an opportunity for a home company here. A Spokane casualty company, which will later also write life insurance, is now projected. The backers of the proposition have been operating an agency system for accident insurance and their policies were underwritten by eastern casualty companies. The company proposes to write its own policies. A capital of \$100,000 with \$25,000 surplus is proposed and there will be no expenses for organization, the present institution paying all expenses. The organization of this new company is made necessary by a recent ruling of Insurance Commissioner Fishback that the operating of employment agencies with accident and health insurance soliciting is a rebate. The company will be organized under the Washington laws with headquarters in Spokane.

The first month of the double platoon system for the firemen in Spokane has worked splendidly—for the firemen at least. The firemen now have a very comfortable position, working 10 hours a day for half of a month and 14 hours for the other half. The city has made many rules and regulations

governing the time of retiring, rising and other employment. Spokane has experienced a light fire loss for the past two years. Labor unions hold the whip here.

Unusual Accidents

A blind Texan while in a restaurant lost one of his glass eyes by explosion. The pieces cut his face. Just what caused the explosion is not known, but it is possible that the glass eye saw the dinner bill.

A workman in San Francisco fell through a skylight and was killed though not bruised. A triangular piece of glass cut his heart in two.

A workman in Chicago was killed in an extraordinary way. An electric spark fell on a celluloid eye-shade which he was wearing, and set fire to it. The celluloid exploded and burned the man's face. He soon died.

The American Fidelity of Montpelier, a rate - cutter; collected \$541,985 liability premiums last year and paid \$951,111 liability losses.

The London G. & A. had a 66 percent liability loss ratio last year.

The Globe Indemnity collected \$2,987,722 premiums and paid \$1,191,177 losses last year.

The Travelers has prepared a new manual, stating the total rates for continuous instalments and features.

Albany, N. Y., Feb. 23. — Supt. Emmet today transmitted his annual report to the legislature. It is the 58th. He favors tabulation by the companies of fire losses in accordance with some uniform system, and filing with the department.

Hernia A Congenital Disease

The California industrial accident commission this week awarded a small indemnity for temporary disability caused by hernia, and ruled that hernia is rarely the result of accidental injury. Hernia, said the commission, is in the nature of a congenital disease, and claims thereunder will be viewed with suspicion. Employers will be required to pay only for medical treatment and for loss of time.

Fireman's Fund Luncheon

The field men of the Pacific department of the Fireman's Fund Ins. Co. held a family meeting in San Francisco last week. Company affairs in this field were discussed in a very helpful way. There was a luncheon instead of the usual dinner.

Leads All Companies in Insurance in Force

The Metropolitan Life wrote \$511,224,000 new business last year. This great New York company stands at the head, the world over, in the grand total of life insurance in force.

Copyrighted

The Fire Underwriters' Association of the Pacific has copyrighted its book of Proceedings for 1914.

Germania Fire

Assets, \$7,260,197; net surplus, \$2,596,267; reinsurance reserve, \$3,365,601. Assets increased \$46,500; reinsurance reserve grew \$65,300.

The New Brunswick Fire now has \$1,046,932 assets, a gain of nearly \$177,000. Reinsurance reserve gained in 1913. The net surplus is \$191,450, a gain of nearly \$42,000. Part of the gain in assets is due to the addition of \$100,000 to the capital.

Colorado agents having been told by the state insurance department to retain the 5 percent differential, the U. S. Casualty has quit writing employers' liability business in that state.

G. H. Lermitt of the Northern is making his usual glad-hand visit to this Coast, whence he draws his contingent commission.

The Travelers has \$87,767,387 assets, of which sum the policyholders' surplus is \$10,722,228. The increase in assets was \$3,226,000.

Personal

Mr. Thomas H. Anderson, of New Orleans, the deputy assistant manager of the Southern department of the Liverpool & London & Globe Insurance Company, has been temporarily detailed by the home office to assist in the management of the Pacific department of the company. Mr. Anderson, accompanied by his wife and children, arrived in San Francisco today.

Metropolitan Now Issues A Free Disability Clause

The Metropolitan Life will hereafter insert a free disability clause in all ordinary and intermediary policies to self-supporting men and women under age 56. A few special policies are excepted. This applies to all policies in force, if taken out before the age of 55, and if no permanent disability occurred before age 60.

Law Union & Rock

United States branch assets, \$1,273,299, an increase of \$400,000; surplus, \$769,734, a similar increase.

New York.—Assistant Secretary Geo. B. Scott, manager of the Pacific Coast head office, attended the annual convention of the superintendents of the Metropolitan Life Ins. Co. in this city.

A life insurance company, entering California soon, wishes a general agent for its accident department. Call on or address The Coast Review.

Santa Barbara.—The Occidental Life of Los Angeles has purchased the business of the Sunset Assurance Society of this city.

The Fire Underwriters' Association of the Pacific has elected Wm. J. Dutton and William Sexton honorary members.

Manager Bosworth of the Fidelity & Casualty reports a good year for his company in this field.

LIFE INSURANCE

Greatly Disappointed by an Equitable Life Tontine Offer

In 1882 a Chicago man took out a policy in the Equitable Life on the tontine plan. The general agent gave an estimate that upon the completion of the tontine period of twenty years the assured would be entitled to at least \$10,500.

In 1902 the assured was offered \$7,000 by the Equitable Life instead of the \$10,500 promised by the company's general agent. The company said it was not bound by the estimates of its agent. The case is still in court and may be finally adjusted by the supreme court of Illinois.

West Coast Life Annual Meeting

At the annual meeting of this solid San Francisco company, last week, officers were re-elected as follows:

Thomas L. Miller, president; C. O. G. Miller, vice - president; Julian Sonntag, second vice-president and treasurer; George H. Beaudry, actuary and assistant secretary; W. R. Cluness, Jr., medical director; F. P. Deering, counsel.

The following substantial citizens of California were elected directors: L. P. Behrens, M. J. Brandenstein, T. C. Tognazzini, R. E. Queen, Julian Sonntag, George U. Hind, E. J. Holt, A. J. Merle, C. O. G. Miller, T. L. Miller, Charles C. Moore, George Allen Moore, George A. Moore, H. H. Noble, W. B. Reis, V. J. A. Rey, S. F. Earl, Kirkham Wright, C. A. Hooper, Frank P. Deering, R. O. Bliss.

The B'nai B'rith, a Jewish fraternal insurance order, has ruled that "converts" to Christian Science can no longer affiliate with the order, being no longer Jews.

The Western States Life wrote \$5,575,763 new business in 1913. There is \$12,064,528 insurance in force. This company's stock continues to be offered at 7 plus, original cost 25. No dividend has ever been paid. Counting interest not paid, the stockholders lose their entire original investment.

A Life Insurance Trick

A regular agent of the New York Life Insurance Co. persuaded a business man to take out a \$10,000 20-premium policy in his company, on certain representations as to cash settlement at the end of 20 years. The policy was delivered to him with a type-written statement of settlement options including the cash promised. This statement was pasted on the third page of the policy. At the end of the 20 years the New York Life repudiated this statement of its general agent, but offered to pay \$2,187.60 instead of the \$3,827.20 promised by its general agent as attached to the policy. The courts sustained the resisting company. Particulars in our Legal Digest.

Misrepresentations Although Made in Good Faith Invalidate the Life Policy

Where statements in an application for life insurance are false and material, they avoid the policy whether the result of intention or of mistake or whether made in good faith.

A misrepresentation as to age by representing that applicant was 50 years old at her nearest birthday, while in fact 63, defeats only the policy pro tanto, and insurer is liable to the amount of the insurance which the premium paid would have purchased at the age of 63.

A statement in an application for a life policy that the applicant had never consulted a physician, while she had consulted a physician who had treated her for a grave ailment, held a false statement materially affecting the risk so as to invalidate the policy. — *Germania Life Ins. Co. of New York City v. Klein*, 137 Pacific Reporter, 73.

The Manhattan (Life) Club will meet in San Francisco in 1915. The company's business is now 50 percent better than last year.

Spend It Judiciously

Time is the stuff of which life is made.

PACIFIC MUTUAL LIFE INSURANCE COMPANY

**Now a Thirty - Millionaire, With Over
\$145,000,000 Life Insurance in Force
—Large Gains in New Business and
Resources**

A tip-top year, was 1913, for the Pacific Mutual Life Insurance Company of California. You can not find any sign of hard times in its annual statement of January 1, 1914. On the contrary, every line proclaims prosperity.

All good features show gains during 1913. The average rate of interest earned has advanced from 6.05 percent to 6.15. The surplus increase is greater than in the previous year. So, too, is the increase in cash income.

New paid-for life business increased about 8 percent, from \$22,378,787 to \$24,088,667. Life insurance in force, on a paid-for basis, increased from \$133,309,014 to \$145,040,193, a gain of \$11,731,179, against a gain of \$10,794,567 in the preceding year.

The assets are now \$29,338,152, a gain of over \$3,000,000 in twelve months, despite the decline in the market quotations of first class securities. At this rate of gain the assets, at present quotations, will in the next thirty days exceed \$30,000,000. The surplus has increased also, nearly \$464,500.

The accident department is faring well also, its premium receipts having advanced from \$1,739,392 to \$1,944,836.

The company's mortality rate continues favorable, being only 66 percent actual to the expected or tabular rate.

The company's new business in California in 1913 was the largest it ever wrote in the state in a single year, and about the largest ever written by any company.

Canada — The grand jury at Toronto found true bills against four men who are charged with conspiracy to defraud in con-

nexion with the late Union Life Assurance Company. These men are charged with misrepresenting to the public the value of the shares and with issuing a fraudulent prospectus. In this country they would be organizing another company in another state.

Golf Party

General Agent Kilgarif of the Pacific Mutual Life gave a unique "party" to a few members of the United Service and Presidio golf clubs. His guests were restricted to club members whom he had beaten or had not beaten at the pill-putting game. It was an exclusive affair. Members of other clubs were excluded. Only two members of the Dubb family were invited. We are reminded that, truly, it was a sort of family party given by a Family man. The entertainment was of the Gridiron kind. Nearly everybody was broiled to a turn in his turn. Having irretrievably lost his "goat," sympathetic friends presented the host with a brand new goat and a ball which he could tee without getting on his knee. Ten guests rose in turn, each chanting a verse descriptive of the "rotten" game played by the genial Jack. The dinner itself was excellent, and much to the credit of the club's stewardess. The best hotels in the city serve no better dinner.

Powerful Pull

Still the still powerful Provident Life & Trust declines to publish its dividends it pays its lucky, provident stockholders. What's the pull—political?

Where a policy contains no specific time within which notice of death must be given, or requires due proof of death, notice must be given within a reasonable time.—*Metro-politan Life Ins. Co. v. Frankel*, 103 N. E. 501.

Where a life policy provided for due proof of death, an unexplained delay in making such proof for almost 90 days after insured's death held inexcusable.—*Id.*

In some highup places it is deemed wise to wink both eyes.

The Pacific Mutual Life Insurance Co.

OF CALIFORNIA

CAPITAL FULLY PAID, \$1,000,000.00

Geo. I. Cochran, President

Gail B. Johnson, Vice President

Balance Sheet as of December Thirty-First, Nineteen Hundred Thirteen

ASSETS:

Loans on Real Estate . . .	\$16,340,427.09
Amount of Loan does not exceed the statutory percentage of appraised value.	
Loans on Approved Collateral	1,727,312.32
Loans to Policyholders . . .	5,130,586.93
In no case does amount of Loan exceed the Reserve held by the company.	
Bonds and Stocks Owned . . .	3,285,814.50
Being Bonds, \$3,168,314.50, of Municipalities, Railroads and other Quasi-Public Corporations, and Stocks, \$117,500.00, all valued as of Dec. 31, 1913.	
Real Estate Owned . . .	1,094,257.41
Including Home Office Building.	
Interest Due and Accrued . . .	378,350.21
Outstanding and Deferred Premiums—	
Life Department . . .	568,428.09
Accident Department . . .	379,017.12
Net Amount, Reserve charged in Liabilities.	
Cash on Hand	428,754.05
Including Deposits drawing Interest.	
Other Assets	5,204.27
Total Admitted Assets	\$29,338,151.99

LIABILITIES:

Reserve on Policies . . .	\$25,081,596.33
Claims in Process of Adjustment	327,651.49
Being Claims reported, but of which Proofs have not yet been received, or are incomplete.	
Premiums and Interest Paid in Advance	155,268.23
Reserved for Taxes Payable 1914	125,000.00
All other Liabilities . . .	269,105.74
Including \$14,031.50 set aside for Medical Fees, and \$121,285.47 for Agents' Commissions in Accident Department.	
Total Liabilities	25,958,621.79
Capital Stock	1,000,000.00
Surplus Set Aside for Future Dividends to Policyholders	1,435,368.79
Surplus, Unassigned . . .	944,161.41
Total	\$29,338,151.99

New Life Business Written, 1913 (Paid-for Basis) . . .	\$ 24,088,667.00
Total Life Business in Force, 1913 (Paid-for Basis) . . .	145,040,193.00
Total Cash Income, 1913 . . .	9,079,865.75
Premium Income Accident Dep't, 1913	1,944,836.04
Total Paid Policyholders in 1913	3,478,697.78
Mortality, Actual to Expected	66.47%



Increase in Life Business in Force (Paid-for Basis) . . .	\$11,731,179.00
Increase in Assets	3,095,146.07
Increase in Cash Income . . .	880,769.19
Increase in Reserve	2,474,630.65
Increase in Surplus, Assigned and Unassigned	464,414.22
Average Rate of Interest Earned on Invested Funds	6.15%

SURPLUS

(Assigned and Unassigned, Exclusive of Capital)

\$2,379,530.20

HOME OFFICE:

LOS ANGELES, CALIFORNIA

FIRE AND MARINE INSURANCE

President Brock

W. R. Brock, formerly vice - president has been elected president of the British America Assurance, and the Western Assurance of Toronto, to succeed the late George A. Cox.

Vice President Meikle

W. B. Meikle, general manager of the British America and the Western, of Toronto, has been elected vice president and general manager of these companies.

Insurance Payment For Goods Lost While In Possession of Carrier

Payment by an insurance company for goods lost while in possession of defendant carriers, and insured, held not a payment of the insurance loss, but a loan, which did not subrogate the insurance company to the rights of plaintiff's assignor, and an action against the carrier for the loss was properly brought by plaintiff.—*Lee v. Barrett*, 144 N. Y. S. 941.

The Montana Fire has confined its business to Montana thus far and will probably do so this year. Officers were elected by the board of directors as follows: President, S. R. Jensen; first vice president, N. J. Bielenburg; second vice president, P. H. Sexton; third vice president, E. Broox Martin; secretary-treasurer, Leo P. McMeel. The company now has \$250,000 paid up capital and \$150,000 surplus. The reinsurance reserve is \$10,035. A dividend of \$4 per share was declared at the annual meeting. As far as we know, no other Coast company ever declared a dividend on its first year's operations.

Many marine losses occurred recently along the Atlantic coasts of the United States and Canada.

Marine. — Is there to be, next, a general use of electricity as a motor power at sea? The new electric collier *Jupiter* made a very successful 48-hour trial trip. In the two

days ocean run the saving in fuel is said to have been \$160 a day. Fifteen nautical or seventeen statutory miles an hour were made.

Ohio Mutual Law

A new Ohio law requires mutuals to have \$100,000 before they can start in business; also 200 risks for \$500,000 in the aggregate; also impose on policyholders a contingent liability until a surplus of \$200,000 is accumulated. Outside mutuals must have a large surplus.

Mortgagee Not Affected

A clause in a fire policy payable to the mortgagee, which provided that it should be forfeited on foreclosure, held not to relieve the insurer from liability.—*Citizens' State Bank of Chautauqua v. Shawnee Fire Ins. Co.*, 137 Pacific Reporter, 78. In this case the agent was the cashier of the bank mortgagee.

Fire underwriters in the central Canada country — and further south — which was jarred by the recent quake, should make some investigation of the brick flues. A press report, doubtless exaggerated, said that one sleeper was thrown out of bed by the rocking of the house.

Hunter Harrison of the North America, in his interesting paper on motor boat insurance, says the fire offices have lost money on this class of business. Mr. Harrison is a son of the veteran Wm. Greer Harrison.

The late J. J. McDonald, manager of the Western department of the Continental Fire at Chicago, was the subject of an appreciative memorial last week. Some of our Coast readers had the pleasure of meeting this stalwart fire underwriter during his visit here twenty years ago.

New York is the center of insurance population, but where is the center of insurance gravity?

PRESIDENT WILLIAMS' ADDRESS

At the 38th Annual Meeting of the Fire Underwriters' Association of the Pacific

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It is with much pleasure that I welcome you to the thirty-eighth annual meeting of the Fire Underwriters' Association of the Pacific, and I hope, with your kind assistance, to make it a successful one.

There are, no doubt, some attending our meeting for the first time, and to them let me say that the primary object of this Association is educational, to exchange ideas, opinions and experiences; but the advantage it affords us of personal intercourse with the leading men of our profession plays a very important part in its value to all members. Here there are no Board nor non-Board rules. Any member, regardless of the company he represents, is accorded the same welcome and privileges, and for this reason our Association has no equal, and it would be impossible to estimate the benefits it has freely given to all members.

I sincerely hope you will join in the discussions of the various papers, and that you will enjoy yourselves fully and be in attendance throughout this entire session.

IN MEMORIAM

It is my sad duty to inform you that we are called upon to record the death of five of our members. The first to pass away during the year was A. G. Sanderson, general agent for the Aetna Insurance Company. He was not with us many years, but his straightforward, friendly personality made a deep and lasting impression upon us all. The second was E. P. Farnsworth, whose friendship we all prized. For the meeting of 1899 he wrote a paper on "Independent Adjusters," and for 1902 "The San Francisco Fire Department." The third was J. McC. Anderson, resident secretary of the North British & Mercantile. The fourth was one of the most devoted friends this Association ever had, Col. C. Mason Kinne. He was president in 1885. For the meeting of 1882 he gave us a paper on "Forms and Policies;" for 1883, a paper on "Microscopic Hazards;" 1889, "Spontaneous Combustion," and 1891, "The Special Agent." He also gave to the world the only rule of apportionment for non-concurrent policies that will work in every case. The fifth and last to leave us was our staunch and true friend, John W. Gunn, who was the able President of our Association in 1908. For the meeting of 1901 he wrote a paper entitled "Bunch Grass and Sage Brush," and for the meeting of 1906, "The Northwest Special." He was ever ready to assist our association and every member of it.

The grim Reaper has exacted a heavy toll from us during the past year, and we will feel the loss of these members most keenly.

Each year one or more of our daily associates pass to the great beyond and we have only kindly remembrances for them. Each leaves thoughts expressed which will always live in our memories; but does it not occur to you that we could show the good will and respect we have for each other more plainly than we do? If we admire the qualities and thoughts of a man, why not say so while he is with us, and not wait

until he has passed from our midst? Kind words and praise are appreciated by every one and they help us over the rugged places and inspire us to accomplish larger and better things. If a greater bond of friendship could be established between associates in the insurance business, harmony of thought and action would certainly be the result.

Following the custom that has prevailed, the reports of the committees will not be read at this meeting, but will be published as a part of our proceedings.

The President, judging from past history, is expected to file a schedule of the work accomplished by the Association during his term of office. I find that all committees have performed their duties faithfully and well and they are entitled to great credit; but when I come to examine my own work, the Kinne and all other rules fail to apportion much to my credit.

You have heard the report of the secretary-treasurer, and as it covers the financial condition of this Association thoroughly there is no need for me to dwell upon it, except to say that there should not be a deficit each year for the banquet. Something should be eliminated so that the amount received will meet the entire expense. Our present Dinner Committee is to be congratulated for the careful way in which they have managed the finances. They have labored under great difficulties and deserve much credit. The report of the Librarian is most interesting and shows what a competent man we have in charge of this important work of our Association.

LIBRARY

The library has been a constant source of benefit and pleasure to our members and to the young men who are trying to gain a better knowledge of the insurance business. We are particularly fortunate in having a Librarian who is a fount of knowledge and who freely gives to all that seek information. He is very properly named, for the more books the library has the more he wants. The library has been of greater benefit than in former years, as it is now open from 10:00 a. m. to 3:00 p. m. We have books upon every subject appertaining to the fire insurance business—historical, technical and law—but we have few, if any, books upon any other subject.

The Librarian, in his report, called particular attention to the necessity of permanent quarters for the exclusive use of the library. At present the library is used for all kinds of meetings during the hours when it should be at the service of our members. During many of these meetings our Librarian is not allowed to remain in the room and this interferes with his duties and the efficiency of the library. If we can not afford to rent a room for our private use, we should at least see that no meetings are held in this room during the hours when the library is open. Quiet is most essential. Many of our books are taken and never returned, and naturally the Librarian has no means of knowing who took them. This is a matter that requires your most serious attention and some action should be taken at this meeting to place the library in a position to give the best possible service.

I would suggest that Article V of the Constitution be changed by adding to the list of officers a Library Committee of three to serve three years. This can be done by appointing one to serve three years, one to serve two years and one to serve one year, and then at each annual meeting thereafter, one may be elected to serve three years. In this way we will always have two on the committee familiar with the requirements of the library and they will therefore be more capable of handling its affairs.

INSURANCE SOCIETY

Our Association has always shown a lively interest in the Insurance Institute of America, and we have aided it financially and otherwise. A branch, the Fire Insurance Society of San Francisco, was organized here. The very brightest and most competent men of our Association offered their services freely to these young men and the first year it was greatly appreciated and each meeting was well attended. The second year the attendance became less and less at each meeting, and last year they found it necessary to discontinue. Your President endeavored to have them continue for the benefit of the few who really wanted to take advantage of the course of study afforded, to fit themselves for higher positions in our profession. A committee, of which Mr. Russell Osborn was chairman, was appointed to see if the Society could not be instilled with new life. This committee offered to recommend to our Association that we admit the young men to associate membership that they might receive a copy of our proceedings and have the use of the library. This plan failed, however, and the Society is a thing of the past.

ASSOCIATE MEMBERS

At our last annual meeting Article X was added to our Constitution, which permits of any person employed as a clerk in a fire insurance office becoming an associate member of this Association. This entitles the member to the use of the library and a copy of our "Annual Proceedings."

We have all of the books recommended by the Insurance Institute of America for the use of those who care to pursue the course of study prescribed.

There are many of the clerks who want to study, and no better course can be taken than that outlined by the Insurance Institute of America, and your President believes that the general agents and managers should give the clerks every assistance, for it makes them more competent and therefore of more value.

I would suggest that the associate members form a society and that we secure for them the use of this or some other room where lectures may be delivered during the year. By connecting the society with our Association, it can be placed upon a proper and permanent footing. I hope some action will be taken at this meeting to perfect such plans.

A circular letter was sent to each office calling their attention to Article X, and many names for membership have been proposed, and I hope many more will be at this meeting.

We all have reason, I think, to be thankful that the year 1913 is at an end. In addition to the Legislature, we had most stringent financial conditions which always cause a largely increased loss ratio. We have good reason to feel that 1914 will treat us more kindly, for if the Golden State is to be prosperous it should certainly be so this year.

The last few years have made many changes in the insurance business on this Coast, and it looks as if greater changes were to follow. The larger companies are gradually absorbing the smaller ones, and the whole idea seems to be one of concentration. The real cause of it is the abnormal and excessive expense which seems to be necessary to properly conduct our business. New York and other States are taking the question up and it would not be surprising if laws were passed regulating our expense the same as that of liability companies. That we must reduce the expense is a foregone conclusion, and this will have to be done by reducing taxation, commissions to agents and brokers; having all policy forms and blanks emanate from one source, and require agents to purchase their own maps. It will certainly reduce the number of agents and place the insurance business on a higher plane. If we do not take some radical action in this respect it will be taken for us. I am not a pessimist, but the handwriting is on the wall.

SPECIAL AGENTS

The changes in the duties of a special agent are particularly noticeable. In the good old days the special agent made maps, lines, forms, rates, adjusted the losses, and to a great extent directed the underwriting policy of the company. A la carte hotels, Pullman sleepers and diners were unknown. Stage coaches, dead ax wagons, now and then a very slow combined freight and passenger train, and at the end of the journey a very poor hotel, were the best he could expect. We now have rate-making boards and bureaus, inspecting bureaus, adjusting bureaus, and a company to make maps. Where the underwriters and adjusters of the future are to obtain their training is a question, for the special now has but little opportunity to learn these important details of the business. The special agent of the future, if there is any, will either be a superintendent of agencies or a solicitor.

UNIFORM CLAUSES AND PERMITS

I can not too strongly urge upon you the necessity of uniform clauses, permits and policy forms. The benefit to be derived therefrom would be so great that it is almost incalculable. It would decrease non-concurrence of policies; it would be of material assistance to agents, brokers, and to the companies; it would allow forms to be passed upon by competent persons before distribution; it would necessarily prevent many controversies and law suits which are now necessary to interpret forms, for they would be couched in unambiguous language and the parties at interest would be given the protection they are entitled to. There are some forms in general use that no one—not even the one who made them—can tell what they mean. The endeavor seems to have been to use large words and phrases that could be taken in many ways. The "use and occupancy" form required by the Board is certainly in need of attention. In its present form it does not cover what is intended and its

use will undoubtedly result in many law suits. The courts have ruled on our form and in every instance against the companies. The term "use and occupancy" is a misnomer. It is intended to cover net profits which would have been made; but the courts hold it does not cover profits; that it covers the use of the buildings and profits do not enter into it. That a man may combine with another, close his plant, receive his profit from the other party or pool, and if the building was burned the insurance companies would be liable, as the use of the building was destroyed. If we intend to cover profits we should say so. Very little of this class of insurance has been written on this Coast; but there will be a large amount of it written and we should be in a position to write it properly. The "iron safe clause" is used very generally in other departments. It has stood the tests of the courts and has been found of great benefit and it should be used here. The Board could print all forms and one supply could be sent to each agent for all companies, and this would mean an enormous reduction in our expenses. I would therefore recommend that a committee of three be appointed to draft forms and to act with a committee to be appointed by the Board of Fire Underwriters.

PUBLICITY

We had a most striking example last year of the necessity of keeping the public advised concerning proposed insurance legislation. The value of fire insurance to the mercantile and financial interests of the world is being more keenly realized each year. The people are commencing to understand that laws which increase our taxation or make it difficult for us to transact business, must necessarily revert upon them. We should keep up this work of publicity and I strongly urge the appointment of a committee of five to act in conjunction with the Board of Fire Underwriters, that the work commenced last year may be continued.

COMBINED ACTION

If the insurance interests could realize the strength they would have all over the United States by combining their forces, they need not fear adverse legislation anywhere. Nevada and Missouri taught us a lesson which we should not forget, for it proved what combined action can accomplish. The associations all over the country are taking this matter of publicity up and our committee should work in harmony with them so that the same action will be taken everywhere. This is certainly one subject upon which all insurance companies should agree. The increase in taxation by State, county and city is appalling, and a halt must be called or there will be no profit in the insurance business.

WRITING PAPERS

I want to say to those who have not written papers for this Association, that they are losing a golden opportunity. It requires work and study to prepare a paper; but the writer receives more benefit in its preparation than any one else. It makes but little difference what subject you may write upon, you will gain information that will always be of benefit to you. I want to impress upon you that there is no quicker and surer way of reaching your goal than by giving to this Association the best there is in you.

SEVERAL and SUNDRY

American Surety Company Makes the Usual Fine Statement

The number of local representatives of the American Surety Co. is now 12,689, which is an increase of 1,178 over the preceding year.

These representatives report through forty branch managers, who are under the supervision of four district managers. Two of the latter are located in New York, and one in Chicago and the fourth in San Francisco. The district managers are responsible to the heads of departments at the home office.

This statement will give the reader a fair idea of the many transactions covering an immense territory, by this leading surety company of the world.

During 1913 the American Surety Co. paid 2,596 claims, for a total of \$865,782.88.

The net premium receipts were \$3,070,761.04, an increase of \$291,243.74 over the previous year. These amounts represent suretyship premiums only, as the company does not write other lines. This premium income does not include Canada nor Mexico. Including these countries, the total increase amounted to \$546,046.09.

The total assets of the American Surety Co. are now \$8,719,126.41. Of this the capital is \$5,000,000, the surplus is \$972,128.95, which makes the policyholders' surplus about \$6,000,000.00. There is also \$100,000.00 reserve for uncollectible premiums. This is the first time we have seen such a reserve in an insurance company statement. The reinsurance reserve is the large sum of \$1,839,101.75.

Surety bonds and undertakings are furnished promptly throughout the United States, Canada and Mexico. The company maintains a private telegraph wire direct from its home office to Chicago and other Western branches.

The American Surety will be 30 years old on April 14 next.

The General Accident is defendant in a suit for \$50,000, brought in Waukegan, Ill., by B. E. Page, creditor beneficiary under

\$50,000 accident insurance on the life of Kid Financier Bassiere. Defendant claims the death was not accidental and the applicant's answers contained falsehoods.

Union Central Life Insurance Company

The 47th annual statement of the Union Central Life of Cincinnati shows increased new business, and large gains in assets and reserves. The insurance in force has advanced to more than 375 million dollars.

The assets gained over \$6,000,000; insurance in force gained nearly \$27,500,000; the legal reserve advanced \$5,118,407; premium income was \$902,585 more; and the surplus is \$639,850 greater than a year ago.

The mortality experience of the company continues very favorable. The ratio of actual to expected was only 50.7 percent. This low percentage is extraordinary in life insurance records.

The total earnings from invested assets were more than sufficient to pay all death claims and maturity endowments.

The Union Central Co. now occupies its new home office building, which is a great landmark in the old Queen City. The company's records and securities all now safely housed.

Twenty Years Ago

The Coast Review said:

"Every man who needs life insurance and doesn't insure his life is a gambler. He hazards all on a *die*."

The violation of the condition in an application for a life policy which provided against insured engaging in extra hazardous occupations for one year held only to suspend the policy which was revived at the expiration of the year.—Edmonds v. Mutual Life Ins. Co. of New York, 144 N. W. 718.

The mere fact of the fastening of a slip to a policy cannot make it a part of the contract, where there is no reference on either policy or slip from one to the other.—Williams v. New York Life Ins. Co., 89 A. 97.

HOME INSURANCE COMPANY OF NEW YORK

**Income Now Exceeds \$16,000,000—
Cash Capital Is \$6,000,000—Leads
in Fire Assets and Surplus to Policy-
holders and Conflagration Surplus**

The Home Insurance Company of New York, in its annual statement of January 1, shows leadership in several respects. Among American fire companies it stands at the head in capital, in assets, in surplus to policyholders, and in voluntary reserve (\$1,800,000) to meet extraordinary losses by a conflagration.

The past year has been, universally, a subject of complaint, but it does not appear to have "handed things" to this company. Of course, there have been shrinking values, which have cut down reported values and thereby reduced the surplus, but these reductions are more apparent than real. These values will be restored.

The proofs of progress are the large gains in reinsurance reserve and premium receipts. The reinsurance reserve is \$13,447,976, a gain of \$1,106,556. The premium income in 1913 was \$14,603,435, a gain of \$1,579,264. The total income was \$16,015,791; the total outgo was \$14,285,600. Losses incurred were only 52 percent of the premiums. There was a handsome underwriting profit.

At Chicago, 5 percent contingent commission is the plan for fire men.

The assistant manager of the Germania Fire at Chicago, E. E. Foster, has had both his legs amputated because of disease.

It is indeed true — and to be thought on—that it is far better to be a hasbeener than a neverwaser.

Co-incidental Accidents

California reports two accidents of travel occurring from the same cause by the same train, one following the other within a few minutes, and being exactly similar; and both victims were personal friends. The car steps were wet. One of the two men stepped aboard as the train was moving and slipped and was drawn beneath the wheels but retained his hold on the railings. The train was stopped and the man's friend aided the conductor in drawing him from beneath and placing him aboard the baggage car. The conductor called "all aboard" and signalled to the engineer to go ahead. Everybody stepped aboard, but the unfortunate man's friend, being unnerved by the accident, was a little slow and the train was moving. He, too, slipped on the wet step and was drawn beneath the wheels precisely as his friend had been. Still clinging to the railings, the wheels crushed both legs. The man died almost instantly, and his friend was taken to a hospital, where his crushed leg was subsequently amputated. It would seem a reasonable legal requirement for passenger cars to be provided with light wheel guards.

The Insurance Law Journal for January contains a full report of the United States supreme court in *N. Y. Life v. Deer Lodge County* (Mont.). This decision drives another nail into the lid holding down federal supervision of insurance.

Unrecorded "Marine Loss."—Across the bay, in Richmond, Cal., excavators have uncovered the "wreck" of a Spanish galleon, fifty feet below the surface. The ship had sailed up an estuary long since filled, and had sunk to the bottom. "No insurance."

The Spectator's Fire Ins. Pocket Index 1914, advance copy, has been received. It is the first.

The policyholders' number of the Pacific Mutual News is devoted to the Panama-Pacific International Exposition. The illustrations are fine.

THE HOME INSURANCE COMPANY NEW YORK

[FIRE - MARINE - AUTOMOBILE - WINDSTORM
SPRINKLER LEAKAGE - TOURISTS' BAGGAGE]

ELBRIDGE G. SNOW, President

Cash Assets, January, 1914, - - - - -	\$33,139,915 81
Reserve as a Conflagration Surplus, - - - - -	*1,800,000 00
Cash Capital, - - - - -	*6,000,000 00
All Other Liabilities, - - - - -	15,266,896 12
Net Surplus, - - - - -	10,073,019 69

Its Surplus as Regards Policyholders, ***\$17,873,019 69**

is the largest protecting American Policy-
holders exclusively. : : :

PROMPT
EQUITABLE
COURTEOUS

} **ADJUSTMENTS**

FOLLOWED BY

IMMEDIATE
CASH

} **PAYMENTS**

**OVER HALF A MILLION SATISFIED CLAIMANTS
IN THE PAST 61 YEARS**

The William J. Dutton Banquet

Ex-president Dutton of the Fireman's Fund Ins. Co. was given a testimonial dinner, Friday evening, February 6, at the big hotel on the hill, by his associates. Some eighty-three managers, officials and guests were present. The affair went off smoothly, and of course agreeably, and inner man was regaled and conversation murmured in an atmosphere of stringed melody and voice harmonies and flowers. Popular songs were sung, and everybody rose and joined stentoriously in the choruses. Some of the songs were "The Trail of the Lonesome Pine," "When It's Apple Blossom Time in Normandy," "My own United States," etc.

The after-dinner speaking, by managers and others, was characterized by sincerity and fitness, such as was to be expected of business men paying verbal tribute to a man who had done so much for Pacific Coast fire and marine underwriting. Mr. Dutton's laborious and effective work on legislative committees received special mention.

Mr. Dutton was presented with a clock and a barometer, the former sounding the bells as aboard ship, and the latter rivaling all three of California's famous weather forecasters.

The Dutton dinner will long be remembered pleasantly by the participants, who hope the guest of honor may long be seen, hale and happy, on California street.

The William Sexton Banquet

The loss men, of both the office and the field, gave William Sexton a testimonial dinner. As becomes an entertainment given a young man of say '83 summers, it was a lively affair. Things moved rapidly, and all the speakers spoke cheerily, as one young man speaks of another. Mr. Sexton has retired from active work—just retired, mind you—but he is as fine and fit as ever, and that is the way all the diners viewed the matter.

The tributes of tongue and pen were hearty and rang true. Uncle Bill was one of them.

They knew him and liked him and were indebted to him for good counsel.

We are late with this account and therefore shall not attempt to quote any of the speeches; but we may be permitted to say that all were good and were enjoyed by the auditors. V. C. Driffield spoke first, and then introduced T. H. Williams as the toastmaster. Then the younger men vied with the veterans, and there was a succession of stories, reminiscences and by-plays of wit.

The menu should not be omitted, because it was more than good, both the solid part and the liquid part. A very pleasant feature was the soft and pretty music of the orchestra, and the solos by Harold Parish Williams were delightful.

Mr. Sexton, the guest of the evening, made a brief and interesting review of his life work, from Nova Scotia, around the Horn, up into the gold mines of California, in Sacramento as a legislator, and elsewhere as a county and town official, and as a local agent, special agent, adjuster and manager. Geo. W. Dornin then stepped forward and presented him, in behalf of the loss men, with a "marine" clock and barometer combined, he having been a sailorman. Oh, by the way, at the Dutton banquet, where he was also a guest of honor, Mr. Sexton had been presented with an automobile hamper, for the touring trips which his friends insist he shall take.

Sincerely Sorry.—The Insurance Record and a clipping contemporary disagree with a paragraph in the January Coast Review. We are sorry they did not consult Webster's Dictionary before committing the folly of rushing into print. Our contemporaries don't believe "sincere" means, in its origin, "without wax — pure honey." Webster defines "cere" as meaning "wax" and "sin" of course means "sine" or "without." The dictionary defines "sincere" as the same word in French, and meaning the same as "sincerus" in Latin. "Which is said to be composed of sine, without, and cera, wax, as if applied originally to pure honey."

Insurance Digest, 1913, is issuing from Rough Notes press.

OCCIDENTAL LIFE INSURANCE COMPANY

This Los Angeles Company Makes Good Progress in All Departments

In the past year the Occidental Life Insurance Company increased its assets nearly 19 percent; gained 24 percent in new life business written, and 29 percent in life insurance in force. Premiums received in both life and accident departments gained—altogether, over 13 percent. The premium is more than a thousand dollars a week.

The Occidental is building a secure place for itself. Its growth is sure and healthy. Every year shows progress in all lines. The company will soon, no doubt, have a million assets. The surplus as regards policyholders is more than a third of the assets.

On January 1, 1910, the life insurance in force was only \$4,056,924. On January 1, 1914, it was \$8,738,603. This is excellent progress.

Annual Meeting of the Fire Underwriters Association of the Pacific

From the far North, from the sunny South, from the East as far as Denver, gathered the men of the fields, the captains and the lieutenants and the generals, in the 38th grand review in San Francisco.

The annual meeting of the Fire Underwriters Association was the usual success, in attendance, in papers, in discussions, and in the closing banquet. Something like 300 members and guests enjoyed the music, the singing, the speeches and the menu. The vocal part, which was exceptionally pleasing, was by the University of California Octette. The soloist was Harold Parish Williams, a son of the president of the association. President Williams, who was toastmaster, introduced his successor, R. C. Medcraft. Each complimented the other, and one of them told a story.

Too long a time has elapsed, as this number appears, for us to undertake to epitomized the brilliant things said by the various surprised speakers. But we must mention the hearty pleasure of William Sexton, who was formally presented with a handsomely bound book containing the autograph of every member of the association.

The songs brought out rip-roaring choruses. There was one dedicated to John Fogarty—chorus only and repeat, to the air of "Peg o' My Heart." It was—

John o' my heart! We like you,
We always like to hear you
Telling a yarn, not worth a darn,
Tho' it may not be a new one
We most split our sides a-laughing.
John o' my heart! you're witty, with Irish
wit so pretty,
Always for fun—You have a place in our hearts.

Glens Falls Insurance Company

Premiums and income increased last year made gains, and a profit was made on the underwriting account. And otherwise the Glens Falls is doing quite well. Its reinsurance reserve is larger, and its income was \$179,486 more than its total expenditures, after paying good dividends.

This company has \$500,000 capital, \$2,319,301 net surplus and \$5,525,539 assets. You will note that, as for many years past, the net surplus is several times greater than the capital. Every year shows a gain in premiums.

The Glens Falls is a conservatively managed and remarkably successful company. Edward E. Potter represents it on this Coast.

Hamburg-Bremen

This company is now operating through the Pacific West, including California, with Macdonald & Miles as general agents. Additional agents are being appointed in this territory. The Hamburg-Bremen is the pioneer fire insurance company in America.

—Half Tones.—We have secured several portraits, which will appear in the March Coast Review.

—Why do fire companies continue to write notoriously unprofitable classes?

CHIPS

—La Paternelle is entering this country for reinsurance.

—World's Insurance Congress, San Francisco, 1915. And don't you forget it.

—Personal. — General Agent Wayman of Wayman & Henry has returned from the frozen East.

—If the board is not firm while it is strong it certainly will have no deterring influence while it is weak.

—Life.—On page 45 we print an interesting extract from a case where the New York Life was sued by a dissatisfied policyholder who was offered by the company much less in settlement than its general agent had promised.

—Connecticut Mutual Life. — Premiums, \$7,003,525, a large gain; paid policyholders, \$7,926,720, also a large gain; assets, \$68,957,876; surplus, \$2,008,118; new business, 10,437 policies for \$23,140,695, an increase; insurance in force, 91,663 policies for \$218,304,660, a gain of \$9,000,000.

—At the fire chiefs' convention in Victoria, B. C., next August, Fire Chief Thomas Murphy will attend and will urge the holding of the 1915 convention in San Francisco. The Fire Engineers' international Association will hold its convention in the World's Fair City.

—U. S. D. C. Automobile Decision.—A third person, not a party to the contract, held not entitled to maintain a suit for specific performance of automobile liability insurance issued by defendant to the owner of an automobile, by which complainant was injured and against whom he recovered a judgment which was unpaid.

—The Bankers Life of Des Moines, in its annual statement, shows assets \$22,223,227, a gain of \$2,630,411; surplus \$571,413; new business, consisting of issued and re-stored, \$63,073,000; amount in force, \$430,840,500. This company has securities deposited with the Iowa authorities amounting to \$20,716,487.

—Nothing is certain but taxes.

—The Massachusetts Eire is entering California.

—Stand up for the right with all your might.

—In all the ages, the only thing possibly worth while is human life. Therefore let everybody strive to improve its conditions.

—San Francisco is to have, soon, a central fire alarm station in Jefferson square, on Golden Gate avenue, not far west of Van Ness avenue. This park may be said to mark the limit of the western progress of the great fire.

—As not a few of our readers are not now familiar with the famous Paul against the state of Virginia case, we print on page 49 an extract from the recent re-affirmation of the principles thereof by the supreme court of the nation.

—Home Life, New York — Premiums, \$4,088,092, a gain; assets, \$29,181,642, a large gain; surplus \$1,979,736, a large gain also; new business, \$14,217,972; insurance in force, \$116,360,110; increase in amount in force, \$5,712 965.

—Beneficiary under policy authorizing insured to change beneficiary to whom policy was delivered for safe-keeping held to have no right to its possession as against insured.

—John Hancock Mut. Life Ins. Co. v. Bedford, 89 A. 154.

—An express promise being made by the insured to repay a loan and redeem the policy pledged therefor, the contract created a personal obligation on the insured, and, though the pledge was void, the personal obligation remained.—Gillen v. New York Life Ins. Co., 161 S. W. 667.

—The Wm. J. Dutton banquet Friday evening was a great success. Some 83 insurance men were present. Wm. Sexton was also a guest of honor and was presented with an automobile "hamper." Mr. Dutton was given a ship clock and barometer. Everybody said it was the best banquet of the kind ever given in San Francisco. All the speeches were good. Rolla V. Watt was toast-master.

A change in the law regarding receipts for registered letters makes it necessary to endorse envelopes containing cancellation notices "Receipt desired" if they wish to have evidence of the cancellation. Section No. 3928 of the Revised Statutes (855 P. L. & R.) has been amended to read as follows:

"Whenever the sender shall so request, a receipt shall be taken on the delivery of any registered mail matter, showing to whom and when the same was delivered, which receipt shall be returned to the sender, and be received in courts as prima facie evidence of special delivery."

The surest and safest way is by a personally served notice.

The office received notice of a tornado loss on a barn and wired the agent inquiring, "How much is the barn damaged?" Back came this reply, "Don't know. Barn hasn't been found yet."

We know a happy-go-lucky insurance man who is so obesely avoirdupois that his

bulky torso looks like a capital O. His colored laundress has struck for double price and says: "I don' min' ordinary big men's shirts, but I draws der line on circus tents." —Glens Falls Now and Then.

National Surety.—Assets, \$7,158,984; net surplus, \$1,500,000; premiums, \$3,111,896; losses and expenses, \$3,027,112. Only a small percentage of the business of the Empire State was renewed. Losses increased \$197,153; administration expenses were reduced \$113,573—otherwise, it would seem, losses and expenses would have exceeded premiums.

An applicant for a life insurance cannot recover an advanced premium, where he has refused to submit to a medical examination provided for by the application and requested by the company, unless the contract has been rescinded.—Witt v. Old Line Bankers' Life Ins. Co., 144 N. W. 801.

Fire.—On page 47 we print a liberal extract from an Oregon supreme court decision, dealing with false proofs and false swearing.

"Hitch Your Wagon to a Star"



Organized 1868

Translated from Emerson to insurance language
means, Tie Up With

A Prosperous and Progressive Company

Year	New Life Insurance	Total Life Insurance	Accident Premium Collections	Cash Income	Admitted Assets	Actual to Expected Mortality	Average Interest Earned
1908—	\$17,820,609	\$100,593,679	\$ 835,181	\$5,633,124	\$16,100,073	58.96 %	5.16 "
1909—	18,232,323	107,245,105	1,007,370	6,164,526	18,429,204	53.50 "	5.24 "
1910—	17,986,641	113,882,634	1,276,820	6,750,765	20,765,188	63.90 "	5.65 "
1911—	19,702,114	122,514,417	1,515,622	7,445,494	23,363,286	56.85 "	5.81 "
1912—	22,378,787	133,309,014	1,739,392	8,199,096	26,243,005	62.28 "	6.05 "
1913—	24,034,667	145,040,193	1,944,836	9,079,865	29,338,151	66.47 "	6.15 "

HOME OFFICE, LOS ANGELES, CALIFORNIA

Queen

Insurance Company
Of America, N. Y.

NET ASSETS, (JAN. 1, 1913) . \$9,994,450.00

NET SURPLUS, " . 3,961,146.00

E. F. BEDDALL

N. S. BARTOW

GEO. W. BURCHELL

President

Secretary

Vice-President

Gross Assets JAN. 1 1913 \$104,642,884

Exclusively Fire Assets 46,944,394

Net Surplus - - 17,684,610

Losses Paid - - 247,700,319

Transacts Largest FIRE Insurance Business of any Company in the World

GEO. CHAPPELL, Manager

J. J. ATKINSON, Sub-Manager

LIVERPOOL, ENGLAND



DEPARTMENT OFFICES: Boston, New York, Chicago, Atlanta
San Francisco, Montreal.  Agencies in all principal Cities and Towns

ROLLA V. WATT, Pacific Coast Manager

JOHN T. FOGARTY, Assistant Manager

FREDERICK B. KELLAM, Branch Secretary

ROYAL INSURANCE BUILDING. SAN FRANCISCO

SPECIAL AGENTS: Frank M. Gilcrest, H. R. Burke, J. K. Urmston
J. B. Walden, D. L. Stewart, C. D. Gabrielson, E. P. Eldred,
J. H. Banks, F. J. Perry, J. T. O'Brien, R. S. Folger, Matt B.
Evans, (automobile) C. A. Luhrs.

New Bureau Publications

Bulletin 58. Fuel-briquetting investigations, July, 1904, to July, 1912, by C. L. Wright. 1913. 277 pp., 21pls., 3 figs.

Technical Paper 39. The inflammable gases in mine air, by G. A. Burrell and F. M. Sibert. 1913. 24 pp., 2 figs.

Technical Paper 58. The action of acid mine water on the insulation of electrical conductors; a preliminary report, by H. H. Clark and L. C. Ilsley. 1913. 26 pp., 1 fig.

Technical Paper 61. Metal-mine accidents in the United States during the calendar year 1912, compiled by A. H. Fay. 1913. 78 pp., 1 fig.

The Bureau of Mines has copies of these publications for free distribution but cannot give more than one copy of the same bulletin to one person. Requests for all papers cannot be granted

without satisfactory reason. In asking for publications, please order them by number and title. Applications should be addressed to the Director of the Bureau of Mines, Washington, D. C.

German Accident Statistics

Of 100 injuries, 26 occur between 9 and 12 a. m., 23 between 3 and 6 p. m., 3 on Sundays and about 16 on every week day, and NOT MORE ON FRIDAY than on other days; 23 are caused by machinery, 14 by falls from ladders and stairs, 21 by collapses, 22 by transportation accidents, 8 by explosions, and nearly 13 by fire fatalities.

The U. S. Casualty's legal liability reserves are inadequate, the loss experience being 64.6 percent of the premiums.

New Orleans has just had a \$400,000 industrial alcohol loss.

Fire and Automobile Insurance**American of Newark****Chartered in 1846**

Capital Stock - - - - -	\$1,000,000 00
Liabilities - - - - -	5,452,043 92
Special Reserve Fund - - - - -	300,000 00
Net Surplus - - - - -	3,252,859 29
Total Assets - - - - -	\$10,004,903 21

P. L. HOADLEY, Pres't.**C. W. BAILEY, Sec'y.****Pacific Department, San Francisco, California****GEORGE O. HOADLEY, Manager****THOS. H. WILLIAMS, Asst. Mgr.**

THE UNION CENTRAL LIFE INSURANCE COMPANY

of Cincinnati.

FORTY-SEVENTH ANNUAL STATEMENT, PAID-FOR BASIS

For the Year Ending December 31st, 1913.

ASSETS.

<i>Mortgage Loans.</i> —Number 36,694 in 35 States, secured by first mortgage on real estate worth over \$278,000,000 and interest accrued thereon	\$76,484,480 70
<i>Policyholder's Obligations.</i> —Policy Loans, \$15,450,517.72; Premium Notes, \$2,080,635.20; Accrued Interest, Premiums Due	18,686,406 17
<i>Real Estate.</i> —Home Office Properties, \$3,036,672.75; Land taken in foreclosure of 15 mortgages in 6 States, \$39,224.26, and rents accrued thereon	3,076,922 26
<i>Cash on Hand and in Banks</i> , 98% of which is drawing interest	820,755 24
<i>U. S. Bonds</i> and Interest Accrued thereon; deposited with the Treas. of Virginia, the only bonds of any kind owned by the Company	24,625 00
<i>All Other Assets.</i>	7,500 00
Total Admitted Assets.	\$99,100,689 37

LIABILITIES.

<i>Statutory Reserve</i>	\$79,355,504 00
<i>Special Funds.</i> —To the Credit of Life Rate End. and Surv. Div. Policies	9,511,410 00
<i>Policy Claims.</i> —Installments not due; Proofs in process of examination or adjustment; Premiums paid in advance; Dividends due policyholders; Commissions and taxes contingent on the payment of premiums	1,916,194 28
<i>Dividends Apportioned to Policyholders for 1914</i>	3,446,692 79
<i>Other Liabilities.</i> —Sundry Accounts	133,492 66
	\$94,363,293 73
<i>General Surplus and Capital Stock.</i> —Surplus from participating business, \$2,716,886.68; Surplus from Non-Participating business, \$1,520,508.96; Capital Stock, \$500,000.00 . . .	4,737,395 64
	\$99,100,689 37
<i>Receipts.</i> —Premiums, \$12,845,957.63; Interest and Rents, \$5,599,777.06; Profit and Loss—Profit on sales of real estate and on other items, \$82,810.33; Other Receipts, \$992.76.	
Total Receipts.	\$18,529,537 78
<i>Disbursements.</i> —Death Losses, \$2,516,127.60; Endowments, \$470,867.53; Life Rate Endowments, \$1,898,072.39; Dividends and other payments to policyholders, \$4,283,253.87; Taxes, \$234,377.87; Commissions, administration, investment and all other disbursements \$3,050,654.47.	
Total Disbursements	\$12,453,353 73
Excess of Income over Disbursements.	\$ 6,076,184 05
	\$18,529,537 78

Total Insurance in force, \$375,352,745.00. Gain during 1913, \$27,413,541.00; New Insurance paid for during 1913, including revivals and increases, \$51,118,572.00; Gain of \$2,765,664.00.

For Agencies, address

JESSE R. CLARK,
President.

ALLAN WATERS
Supt. of Agents.

Offices for rent in the Union Central's Magnificent new office building.

1849

"OLD AND TRIED"

1914

Glens Falls Insurance Co.

Glens Falls, New York

ABSTRACT FROM 64th ANNUAL STATEMENT—JANUARY 1, 1914

TOTAL CASH ASSETS **\$5,523,704 14**

LIABILITIES.

Capital Stock	\$ 500,000 00	
Unpaid Losses	209,896 00	
Reserve for Unearned Premiums	2,393,225 95	
Reserve for Taxes, Dividend, etc.	102,381 31	3,205,503 26
NET SURPLUS OVER ALL LIABILITIES	\$2,318,200 88	

Income Exceeds Losses and Expenses	\$354,327 28
Dividends paid during 1913.	185,000 00
Depreciation in Market Value of Securities	163,632 50
Increase in Unearned Premiums	66,985 85
Reduction from cost of New Office Building to rental earning basis	205,000 00
Decrease in Net Surplus	167,404 79

EDWARD E. POTTER, General Agent Pacific Coast
576-578 Sacramento Street **San Francisco**

—Senator Works says the grant of Hetch-Hetchy valley water rights to San Francisco will leave at least 200,000 acres of wonderfully fertile land without irrigation and practically worthless. This is a serious charge, for 200,000 acres of fertile land under irrigated cultivation would support 20,000 families on the land and others in the towns—say 100,000 people altogether, who would enrich San Francisco. Works says the grant gives this city ten times as much water as she will need for use for 100 years; and that she can secure all water reasonably needed for a century, from other sources and at reasonable cost. There is now before the Congress at Washington a bill to repeal the grant. It

is estimated that the water from Hetch-Hetchy can be brought to the city in ten years, and that it will furnish cheap power for lighting and traction and sale. The present water supply is ample for the city. There is scarcity in some of the suburbs, as the water company, naturally, refuses to extend its mains. The city is losing population because the union labor boss, some time ago, ordered his chattels to vote against the purchase of the local water company.

—The Glens Falls favors us with a photograph of the home office building faced by high banks of snow. On the card is written: "plenty of fires, but our present environment keeps us cool."

The Pioneer German Fire Insurance Company in America



Hamburg-Bremen Fire Insurance Company

HAMBURG, GERMANY

Organized in 1854

Entered United States in 1858

Total Losses Paid in the United States, \$27,000,000.00

United States Branch :

123 William Street, - - NEW YORK
H. N. KELSEY, Manager

Western Department :

Insurance Exchange, - - CHICAGO, ILL.
CONRAD WITKOWSKY, General Agent

Pacific Department :

340 California Street, - - SAN FRANCISCO, CAL.
MACDONALD & MILES, General Agents

AGENTS WANTED IN UNREPRESENTED POINTS

FIRE

Warehousemen are not liable for fire damage to goods on storage, but a Philadelphia court (a Philadelphia lawyer) has ruled that if the warehouseman removes the goods to another warehouse without the permission of the owner he is liable for fire damages incurred in the new location.

Kentuckians are to be treated to the Missouri medicine.

Capitol Again On Fire.—Wire insulation and woodwork on the third floor of the California capitol was discovered smoldering. This prevented a "mysterious" fiery outbreak. Smoke was traced to the source. This is the second time fire from the same cause has occurred in the state-building.

Indicted.—The state insurance superintendent of Illinois has been indicted on a trumped up charge apparently.

PACIFIC COAST DEPARTMENT

WILLIAMSBURGH CITY FIRE INS. CO.

Organized 1853

MERCHANTS FIRE ASSURANCE CORPORA'N

Organized 1910

NEW BRUNSWICK FIRE INSURANCE CO.

Organized 1826

NORTH RIVER INSURANCE CO.

Organized 1822

UNITED STATES FIRE INSURANCE COMPANY

Organized 1824

WM. W. ALVERSON, Manager

374 Pine Street, - - San Francisco, California

FIRE and AUTOMOBILE INSURANCE

AMPLE FACILITIES for Handling Large Lines. AGENTS WANTED in California, Oregon, Washington, Idaho, Montana, Arizona



Main Offices
56 Cedar Street

ORGANIZED
APRIL 13th, 1853

THE HOME Insurance Company NEW YORK

ELBRIDGE G. SNOW,
President

The completion of SIXTY YEARS finds THE HOME in the premier position among the Insurance Companies of the world not only in respect of FIRE ASSETS and SURPLUS to POLICY-HOLDERS—but with an unexcelled record for fair dealing in every emergency as well as in ordinary routine—with an unsurpassed equipment, and with the ability as well as the readiness to serve the public, its agents and brokers.

THE FIDELITY & CASUALTY CO. OF NEW YORK

92 Liberty Street, New York, N. Y.

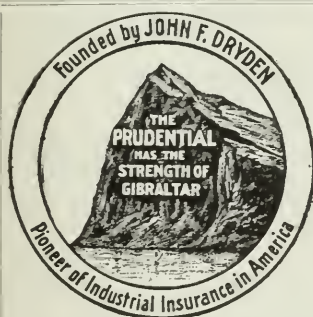
SEMI-ANNUAL STATEMENT, JUNE 30, 1913

Assets	\$10,824,349 81
Liabilities	7,903,328 86
Capital	1,000,000 00
Surplus over all liabilities	1,921,020 95
Losses Paid to June 30, 1913	42,907,985 38

This company issues contracts as follows :

Fidelity Bonds; Surety Bonds; Accident, Health, and Disability Insurance; Burglary, Larceny, and Theft Insurance; Plate Glass Insurance; Liability Insurance; Employers, Public, Teams (Personal Injury and Property Damage), Automobile (Personal Injury, Property Damage and Collision), Physicians, Druggists, Owners and Landlords, Elevator, Workmen's Compensation; Steam-Boiler Insurance; Fly-Wheel Insurance.

Pacific Coast Department: { California—CHAS. J. BOSWORTH, General Agent, Merchants Exchange
San Francisco. Washington and Oregon—SEELEY & CO., 111 S. 10th
St., Tacoma; Coleman Bldg, Seattle; Board of Trade Bldg, Portland.



An Opportunity to Make Money!

The Prudential provides all the requisites for success in Life Underwriting.

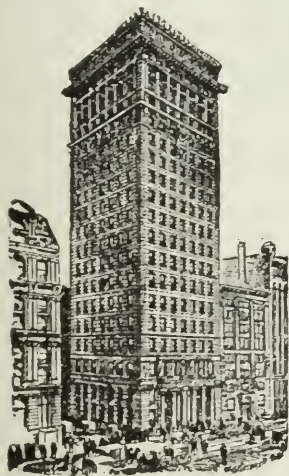
Write us about an agency.

THE PRUDENTIAL INSURANCE CO. OF AMERICA

FORREST F. DRYDEN, President.

Home Office, NEWARK, N. J.

Incorporated as a Stock Company by the state of New Jersey.



Prevent Losses

through dishonesty. Our special short form Insurance

Bond guarantees absolute protection.

American Surety Company

OF NEW YORK

The Largest Surety Company in the World

RUDOLPH SPRECKELS, RESIDENT VICE-PRES.

JAMES K. LYNCH, RESIDENT VICE-PRES.

CHARLES A. SHURTLEFF, Counsel

R. D. WELDON, Manager, Pacific Coast District

Brewster Cameron, Jr., Acting Mgr. for Northern California and Nevada
Merchants National Bank Bldg. San Francisco. Telephone Kearny 1099

The National has bought a controlling interest in the Forest City Fire of Illinois.

The Missouri Fidelity & Casualty

wrote ten kinds of insurance and paid dividends on its capital, through a new company. Its capital soon became impaired \$99,018.

Fire Automobile Marine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	56,579,048
Total Liabilities, including re-insurance reserve	46,019,127
Cash Surplus to Policyholders	10,559,921
Total Amount of Claims Paid	175,573,348

Assets in United States Held by Trustees, \$7,643,751

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE

Security Building, 343 Sansome St., San Francisco

E. T. NIEBLING, Manager

R. C. MEDCRAFT, Assistant Manager

An Example of Confidence

For instance, the other day down in Columbus, Ohio, the writer saw a check which John D. Rockefeller sent to the state treasurer of Ohio in payment for the licenses on his several automobiles used at his summer home at Forest Hill on the outskirts of Cleveland. This check was not issued on any bank.

On the check, where the name of the bank usually appears, was the name of John D. Rockefeller and under it, "26 Broadway." It was his check on himself; it simply meant that the recipient could take this check to 26 Broadway and get his money — if he wanted the actual money. But the process of collection of this piece of paper is that the state treasurer of Ohio turns it over to a Columbus bank which credits the state with this amount added to its balance; the bank in turn sends it to

the local clearing house; the local clearing house gives the bank credit, sends it on to the New York clearing house, and it finally finds its way up into the private apartments of John D. Rockefeller — where another check probably is issued which is in turn subtracted from his balance in some bank somewhere.

Obviously, you can get the actual coin or currency by asking for it, but nobody asks for it. Through this entire transaction everyone has confidence in the name and signature and existing address of the signer.—Cottrell's Magazine.

The N. A. of C. and Surety Agts., being composed of general agents, will not amalgamate with the N. A. of Local Fire Agts.

At the battle of Spottsylvania in the Civil War, a 2-foot thick tree was cut down by bullets from a Gatling gun. This gun was the origin of the mitrail- leuse gun of France and the Maxim gun of today.

GOOD SERVICE is the foundation upon which to erect a successful busi- ness. Brief, liberal, clearly expressed policies, with guar- anteed low cost, are serviceable alike to policyholders and agents.

For agencies address

**THE COLUMBIAN NATIONAL LIFE
BOSTON, MASS.**

ARTHUR E. CHILDS,
President

WM. C. JOHNSON,
Vice-President and Gen. Mgr.

Union Assurance Society, Ltd.

1714

OF LONDON

1913

Assets, . . . \$6,000,000.00

PACIFIC DEPARTMENT

HARRY H. SMITH, Manager

Insurance Exchange Building, 433 California St., San Francisco

ORGANIZED 1797

The Norwich Union Fire Insurance Society, Ltd.

Of Norwich, Eng.

ASSETS OVER \$10,000,000

LOSSES PAID OVER \$100,000,000

Northwestern Fire and Marine Insurance Co.,

Of Minneapolis, Minn.

Assets, - \$995,596

Capital, - \$300,000

Surplus, - \$334,591

PACIFIC DEPARTMENT

J. L. FULLER, Manager

332 Pine Street,

SAN FRANCISCO

Pacific Coast Department

Aachen & Munich

Fire Insurance Company

430 California St., - - San Francisco, Cal.

A. C. OLDS, Manager

GENERAL

There is in California an "irrigated farms scheme" which is in money trouble. The land has been big-black-type-ly advertised but sales have been disappointing. Creditors have been clamorous for their money. A newspaper owner of great wealth is one of the backers. He now warns creditors that he is not liable. Some time ago, it is said, he put all his property in his son's name. The son made a will, making his father his sole heir. The

son died, and the father had to pay over \$60,000 inheritance taxes for the recovery of his own property. Now the land company creditors want their money. The land sometimes overflows and has alkali. The price asked is \$200 an acre. Ten acres improved will cost the buyer, eventually, \$4,500, or \$450 an acre. Whew!

Only three Latin-American republics are now enjoying a revolution.

Mother earth is stretching. Even Maine has had a rattling quake.

GOOD AGENTS WANTED

THE

West Coast Life Insurance Co.

Home Office: West Coast Life Building, Northwest Corner
Pine and Leidesdorff Streets, San Francisco

ORIGINAL AND ATTRACTIVE
ORDINARY AND INDUSTRIAL

Policies Which Meet With Instant Favor

OFFICERS— THOS. L. MILLER, *President*
C. O. G. MILLER, *Vice-President*
JULIAN SONNTAG, *second Vice-President*
WILLIAM C. HAMMOND, *Secretary*

Health and Accident Insurance

KIMBALL C. ATWOOD, *President*
WILFRID C. POTTER, *Secretary*

The Preferred
Accident Insurance Co.
OF NEW YORK.

Assets, January 1, 1914	\$2,981,585 43
Surplus and Reserve (including Capital) for the Protection of Policyholders	2,608,958 71
Claims Paid, Over	9,000,000 00
Voluntary Reserve for Contingencies	100,000 00

HEALTH AND ACCIDENT POLICIES

The Best Insurance for Business and Professional Men

The Easiest Insurance for Agents to sell

Liberal Commissions and Renewal Contracts to Good Men

GEO. C. FARRELL, Manager Pacific Coast Dept.

456-457-458 Mills Building, San Francisco

Agents Do Well who Represent the
SAN FRANCISCO LIFE INSURANCE COMPANY

**Experienced Life Insurance Men
 and Successful Business Men Direct its Affairs**

Business and Resources are Increasing. Interest Earnings are
 6.30 per cent. Low Mortality Experience Shows
 Good Class of Policyholders.

Home Office: 57 POST ST. San Francisco, Cal.

GERMANIA

FIRE INSURANCE COMPANY,

NEW YORK.

ORGANIZED 1859.

Statement, January 1, 1914.

Cash Capital, - - -	\$1,000,000 00
Assets, - - - - -	7,260,197 27
Net Surplus, - - -	2,596,266 99
Surplus for Policyholders	3,596,266 99

HEAD OFFICE

Cor. William and Cedar Sts.

A British government committee recommends that all articles made of celluloid be marked "flammable." Last year this compound started a fire in London which cost nine girls their lives.

Fire premiums paid cannot be deducted when you report your income for the income tax.

An Insurance Agent?

English guide (showing places of interest)—"It was in this very room, sir, that Wellington received his first commission."

American Tourist—"Indeed! And how much commission did he get?"—Boston Transcript.

East St. Louis, Ill.—The loss on the sprinklered Hammar white lead works was total. A wind blew the flames so they heated the steel supports of the tank and caused them to buckle. The falling tank broke down the brick wall and let in the fire to the main building. Had there been no sprinkler system the main building would have been saved. The Reciprocal Underwriters pays \$200,000.

In three years business failures have increased over 26 percent. The number of failures in 1913 is reported as 14,551. The increase over 1906 was 55 percent. Last year's failures were for a gross sum over \$133,300,000 in excess of assets.

Milwaukee underwriters will limit agency representation to four per company.

Moving pictures of firebugs are prohibited in Pennsylvania.

HOME LIFE INSURANCE COMPANY OF NEW YORK

—The Fifty-third Annual Statement of the Home Life Insurance Company, of which Geo. E. Ide is President, shows that most satisfactory progress has been made during the past year; that the gain in insurance in force is over five and one-half millions, the amount in force being now nearly \$111,000,000. After providing for the various funds for the protection of the policy obligations, there remains upon a most conservative basis of valuation a surplus of nearly two millions, over and above the fund of two and one-half millions which is set apart for deferred dividends, an item ordinarily included in the surplus account. The payments to policyholders during the year amounted to nearly three millions, including over half a million dollars in dividends to policyholders.

—“*The Come'l & Fin'cl Chron.*” 1-25-13.

For Agency apply to

GEO. W. MURRAY, Supt. of Agts.,

256 BROADWAY, NEW YORK, N. Y.

The FRANKFORT General Insurance Co.

Established 1865

Entered United States 1896

U. S. Department, 123 William St., New York, N. Y.

**Workmen's Compensation
Workmen's Collective
Liability
Burglary
Personal Accident and Health
Industrial Accident and Health**

Agents Wanted For Unoccupied Territory
Apply to New York office or to

WALTER A. CHOWEN,

Pacific Coast General Agent

340 Sansome Street San Francisco

Central California Agency

BEN LEONARD COMPANY

617 “J” St., Sacramento, Cal.

Southern California Agency

CONSOLIDATED AGENCY COMPANY

334 Central Building, Los Angeles, Cal.

AGENTS WANTED

To Solicit Subscriptions for The Coast Review, now in its 43d year. Good commissions. Sample Copies sent in advance. Will pay well any active man. Special offerings. Write Publisher for further particulars.

National Union *Fire Insurance Company* *of Pittsburg, Pa.*

Cash Capital,	-	-	-	-	-	\$1,000,000.00
Surplus to Policyholders,	-	-	-	-	-	1,545,227.00
Assets,	-	-	-	-	-	4,136,638.00

**METROPOLITAN DEPARTMENT
SAN FRANCISCO**

604 Merchants Exchange Building

DIXWELL DAVENPORT,

E. C. DIETZ,

MANAGER

ASS'T MANAGER

FIELD REPRESENTATIVES:

R. R. Roper, NORTHERN CALIFORNIA

604 Merchants Exchange Bldg, San Francisco

Wm. M. Stodghill, SOUTHERN CALIFORNIA

302 Stinson Building, Los Angeles, Cal.

Build Your Own Business



under our direct general agency contract. This is a liberal proposition for which men of ability can qualify. A few exceptional opportunities are open at present.

For particulars, address:

JOHN F. ROCHE, Vice-President

**The Manhattan Life
Insurance Co.**

Organized 1850

66 Broadway, New York



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . . \$25,000,000.00

ASSETS IN UNITED STATES, \$2,826,707.00

Office : **430** California Street, San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

The Sticker

Grit.
That's it!
You're not worth a bit
Till you prove that you're fit
To be where the real men—
The "Ever Braves" sit.

Four years spent at college
May stuff you full of knowledge;
Your arms may be strong,
And your legs may be long;
But, unless you're a stayer,
A thoroughbred player,
You're all wrong.

It's the sticker,
The kicker, the man who is quicker,
Who conquers the battle.
His brains never rattle.

Like a bulldog, he hangs on,
He's game to the finish;
His hopes don't diminish.
He knows he can win—
And, in time, he gets in.—Anon.

In Great Britain, Christmas fire insurance ceases on January 9.

The demand for structural steel is increasing. This is a good sign.

Statements showing the standing of the

CALEDONIAN INSURANCE COMPANY		Of Edinburgh
The oldest Scottish Fire Office		(Organized 1805)
Capital	\$5,078,365 32	Assets, \$19,557,563 20
Capital, paid up	537,500 00	Net Surplus 2,230,403 19

CALEDONIAN-AMERICAN INSURANCE COMPANY		Of New York
Capital	\$200,000 00	Cash Assets \$253,114 00
		Surplus to Policyholders \$238,104 00

THE SCOTCH UNDERWRITERS

Assets	\$19,557,563 20	Net Surplus	\$2,230,405 19
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Pacific Department Office: 430 California Street, San Francisco.

A. C. OLDS, Manager

BALFOUR, GUTHRIE & CO., Pacific Coast Directors

Pacific Surety Company

OF SAN FRANCISCO, CALIFORNIA

*Accident and Health
Plate Glass*

*Employers' Liability
Workmen's Compensation*

INSURANCE THAT INSURES

C. H. CRAWFORD,
PRESIDENT

ESTABLISHED
1885

THE LONDON ASSURANCE CORPORATION

OF LONDON

Cash Assets, \$24,899,825.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS—C. W. ROHRER, Los Angeles, Cal.; ROD E. SMITH, Portland, Oregon;
T. S. HEATH, Denver; J. E. JOHNSON, Spokane; P. R. WEINMANN, B. L. PENFIELD, San Francisco.
PERCY J. PERRY, Seattle.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. HACKETT, Supt. of Agents

Pacific Branch—Southeast corner Sansome and Pine Sts., San Francisco

Postal Savings

The government's postal savings plan has extracted from reluctant sources \$40,000,000 of savings of folks who trust Uncle Sam and distrust all bankers. This money has been placed with the postal savings banks for invest-

ment. The government pays 2 percent interest, the banks pay 3 percent and lend it at 5 to 6. And everybody is happy.

Idaho, Oregon, Washington and twelve other states have standard forms of accident policies.

Licensed by the State of California Insurance Department.

Property Underwriters Association

Of San Francisco, Cal.

AUTOMOBILE INSURANCE

Complete Coverage

FIRE INSURANCE

MOTOR CYCLE INSURANCE

C. J. STOVEL, Manager and Attorney

Stovel Bldg., San Francisco

Telephone Kearny 2568

Branch Office: No. 207 I. W. VAN NUYS BLDG., LOS ANGELES

CONNECTICUT MUTUAL LIFE INSURANCE COMPANY

Stands alone in having paid to its policyholders in death claims, endowments, dividends, surrender values, annuities, and other credits more than they have paid to it in premiums.

Premiums received since organization, 1846-1912 \$280,438,555.87

Returned to policyholders as above noted, in the same period 288,936,237.13

Excess of amount so returned 8,497,681.26

Insurance in force December 31, 1912 209,394,597.00

The only company with such a record is the best company to represent.

President, **JOHN M. TAYLOR**, Hartford, Ct.

GENERAL

Johnson & Higgins have so demoralized business in Michigan that the state insurance department has ruled it illegal for a non-resident agent to procure a place (or aid in same) any insurance on property in the state. All non-resident companies, associations underwriters' agencies, underwriters, brokers and agents are held responsible. This prohibits soliciting, procuring and placing business by a non-resident broker or agent in the state.

Portland, Or. — Sixty percent for commissions in 1912 and 45 in 1913. For which same the state insurance department has refused to relicense the Commercial Underwriters and Commercial Underwriters Exchange.

One of the more recent developments of the steel industry is a non-corrosive steel used in covering the outside of buildings.

The distinctive quality of this steel is produced by introducing about one-half of one percent copper into the composition before rolling.

Being only one-half of one percent copper, the price of this material is not prohibitive, and its economies are obvious by reason of the fact that it does not require painting or, at least, not frequent painting.

The general introduction of this material will have a marked influence on increasing the use of copper, and, therefore, its price.

American Central

INSURANCE COMPANY
of St. Louis

Established 1853

Assets, \$5,549,279

Surplus to Policyholders, \$2,410,275

Losses Paid, \$26,531,745

St. Paul

F. & M. INSURANCE COMPANY
of St. Paul, Minn.

Established 1865

Assets, \$8,785,319

Surplus to Policyholders, \$3,351,370

Losses Paid, \$44,006,102

LLOYDS PLATE GLASS INSURANCE COMPANY, NEW YORK

Mercantile

F. & M. UNDERWRITERS
of St Louis

Assets, \$5,549,279

Surplus to Policyholders, 2,410,275

Minnesota

UNDERWRITERS
of St. Paul

Assets, \$8,785,319

Surplus to Policyholders, 3,351,370

TERRITORY—California, Oregon, Washington, Idaho, Montana, Utah, Nevada and Arizona

CHRISTENSEN & GOODWIN, Managers*Pacific Department:—235 to 241 SANSOME STREET, SAN FRANCISCO.*

Fire Association

Organized 1817

Of PHILADELPHIA

Began on Coast 1873

Paid \$1,835,930 San Francisco Conflagration Losses

Cash Capital,	-	\$ 750,000.00	Cash Assets,	-	\$9,154,808.16
Net Surplus,	-	2,558,864.84	Policyholders Surplus,	-	3,308,864.84

PHILADELPHIA UNDERWRITERS

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets,	-	\$26,907,330.00	Surplus to Policyholders,	-	\$12,185,135.00
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Net Losses Paid in San Francisco in 1906, - - **\$5,064,178.03**

FRANK M. AVERY, Manager California, Arizona and Nevada

Special Agents: T. F. O'GRADY, San Francisco; GEO. F. STANIFORD, Los Angeles

315 California Street, - - - **San Francisco**

MAPS FOR SALE

By The FIREMAN'S FUND INS. CO.

City	Volume
Oakland, Cal.,	three
Spokane, Wash.,	one
Spokane, Wash.,	two
Tacoma, Wash.,	one
Tacoma, Wash.,	two
Portland, Or.,	one
Portland, Or.,	two
Salt Lake City, Utah,	one
Salt Lake City, "	two

Spokane.—E. C. Schmidt has been appointed general agent for Missouri State Life.

GENERAL

Mowers were used in Gaul in 70. Previously, long, Julius Caesar had mowed down the Gauls with steel blades. In 1834 McCormick of Illinois invented a straight bar mower. Wheat was "cradled" in those days by men, and wheat sold at \$2.50 a bushel in Philadelphia. It was necessary to drive the first reaping machine at a gallop. In 1825 there was a machine lawn-mower about the same as that in use today.

CONNECTICUT

Fire Insurance Co. of Hartford

Established 1850

SIXTY - THIRD ANNUAL STATEMENT

CAPITAL STOCK,	\$1,000,000
SURPLUS TO POLICYHOLDERS,	3,266,021
TOTAL CASH ASSETS,	7,735,110

BENJAMIN J. SMITH

Manager Pacific Department

431 California Street - - - San Francisco

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by
the State of Massachusetts

Incorporated 1849

Total Assets	\$ 10,407,847 65
Total Liabilities	7,537,140 04
Net Surplus	2,870,707 61

SURPLUS TO POLICYHOLDERS, \$4,870,707.61

NEWARK

Fire Ins. Co.

of Newark, N. J.

Oldest Fire Insurance Company Chartered by
the State of New Jersey

Incorporated 1811

Total Assets	\$ 1,870,656 00
Total Liabilities	1,010,774 70
Net Surplus	859,881 30

SURPLUS TO POLICYHOLDERS, \$1,359,881.30

OFFICE: KOHL BUILDING,

Corner California and Montgomery Streets, San Francisco

GEORGE W. DORNIN, Manager JOHN C. DORNIN, Asst. Manager

SUPERINTENDENTS OF AGENCIES

J. F. R. WEBBER GEO C. CODDING L. B. ROGERS J. E. CRANDALL C. H. ANDERSON
FRANK H. YOUNG

The Great Republic Life of Los Angeles has elected W. J. Clemens agency director. He has left in the California State Life.

1792—FIRE INSURANCE

AUTOMOBILE INSURANCE—1913

Insurance Co. of North America

OF PHILADELPHIA

ASSETS, \$17,938,783.51

Alliance Insurance Company

OF PHILADELPHIA

ASSETS, \$ 2,288,274.81

PACIFIC COAST DEPARTMENT:

JAMES C. JOHNSTON, General Agent

J. K. HAMILTON, Asst. General Agent

Security Building, 343 Sansome St.

SAN FRANCISCO

SPECIAL AGENTS

A. C. WRIGHT, San Francisco

F. J. MAYER, San Francisco

W. F. KUHL, Los Angeles

G. F. GUERRAZ, Seattle, Wash.

M. H. REEVES, Spokane, Wash.

G. L. CAMP, Billings, Montana

COAST REVIEW POSTERETTE*What is the life of man!**Is it not to shift from side to side?**—from sorrow to sorrow?**—to button up one cause of vexation**—and unbutton another?**—Sterne*

THEREFORE

LET US INSURE YOU

Against All the Hazards of Life

ARE YOU PLEASED?

IF NOT, SEE

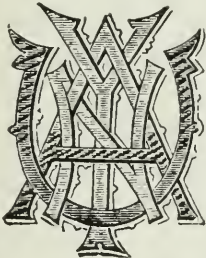
US

**POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
OCCIDENTAL LIFE INSURANCE CO.
OF CALIFORNIA**

"THE DURABLE"

THIRD FLOOR GROSSE BLDG.

LOS ANGELES, CAL.



NEW YORK UNDERWRITERS AGENCY

Cash Assets January 1, 1914,	- - -	\$26,525,973.85
Net Surplus January 1, 1914,	- - -	8,048,522.13
Surplus to Policyholders January 1, 1914,	-	10,048,522.13
Losses Paid, Over	- - -	167,060,500.00

H. R. MANN, Manager

F. M. BRANCH, H. R. MANN Jr., Assistant Managers

Pacific Department: 339-341 Sansome St., San Francisco

SPECIAL AGENTS AND ADJUSTERS:—V. H. QUITZOW, A. C. ANDERSON, SAN FRANCISCO, CAL.; A. E. BAILEY, SEATTLE, WASH.; H. HARRY SMITH, LOS ANGELES, CAL.; H. B. HAGEN, SPOKANE, WASH.

**President, HON. GEO. A. COX.
Vice President, W. R. BROCK.**

**General Manager
W. B. MEIKLE.**

**BRITISH AMERICA ASSURANCE CO.
OF TORONTO (INCORPORATED 1833)**

United States Assets	\$1,746,624.71
Liabilities in United States	1,045,080.89
Surplus	\$701,543.82

PACIFIC COAST DEPARTMENT

129 Leidesdorff Street, - San Francisco

MILLER, SCOTT & HENLEY, General Agents

GENERAL

Denver. — W. C. Cree has been appointed Commercial Union special for Colorado, New Mexico and Wyoming.

The First National has entered New York.

And Not Insured

"Is the patient out of danger yet?"
"Well, not altogether. The trained nurse is still with him."

Spokane.—The Canada Life has appointed Angus W. Mishaw, general agent.

Income Taxes

GRADUATION OR PROGRESSION

It is pointed out that the Netherlands appear to be the only one of the states under consideration in which an attempt is made to maintain throughout a connection between the rate of an income-tax applying to earned income only, and the amount of the total income of the individual whether earned or derived from property. The progression for incomes above the exemption limit is not, however, affected by the amount of the taxpayers' property.

The methods adopted for affecting progression, and for the adjustment are given, and it is pointed out that the theory has found general acceptance that a person deriving an income from personal labor is not of the same taxable capacity as a person deriving an income of equal amount from property, and this theory finds expression in practice in a large number of the systems of taxation to which the reports relate. Most, though not all, of the income-taxes dealt with grant some relief to tax-payers who have a number of children to maintain, and in some instances provision is made for further relief in cases where, owing to special circumstances, such as prolonged illness, the economic position of the taxpayer is seriously prejudiced. Of a somewhat similar character is the relief given by some systems of taxation in respect of sums paid as life insurance premiums up to a certain amount. In the German states, for instance, the children allowance is restricted to small incomes. In Prussia, it may be stated, if the taxpayer's income does not exceed £325, and if he has two children or other dependents, he is placed in the step immediately below that to which he belongs on the basis of his income,

and the importance of these provisions may be illustrated by the fact that in 1912 the tax abated on this ground was £1,121,095, while the total tax assessed on persons with incomes not exceeding £475 was £8,397,994.

THE SUBJECT UNIT OF TAXATION

There is a difference between different states in their conception of the subjective unit of taxation; but the general tendency appears to be for the household rather than the individual to be taken as the unit, though the extent to which this principal is adopted varies somewhat. In Prussia, for instance, the wife's income from whatever source is included for taxation purposes with that of the husband, and likewise the income of children who are not of full age, excluding in their case income earned by personal labor, or income from property which they have acquired subject to the express provision that the father should have no right of usufruct over it. In Austria the charge on the head of the household includes the income of all persons belonging to the household, unless it is shown that such incomes do not go into the common fund, but if the wife or other member of the family earns by her or his labor a separate income, the amount of such separate income, up to a maximum of £20 16s. 8d., may be deducted. In Denmark the head of the household is liable on the income of his wife, and also of children living with him who are under age and not earning a regular income for work done for persons outside their own household. If, however, the wife has an independent business one-half of the income derived therefrom up to a maximum of £22 (in Copenhagen and Frederiksborg, less elsewhere) may be exempted.

ONE HUNDRED AND FOUR YEARS OLD

NORTH BRITISH AND MERCANTILE INSURANCE COMPANY

Of London and Edinburgh

Pacific Department of the United States Branch, 76 William St., New York City

ASSETS OF THE UNITED STATES BRANCH **\$9,139,794.00**
(which are but a small part of total fire assets of the Co.)

E. G. RICHARDS, Manager

W. S. BERDAN, General Agent, Pacific Dept.

GEORGE M. WARD, Resident Secretary, Local Dept.

234 Pine Street, San Francisco, California

Field Representatives

E. J. YOUNG, 201 American Bank Building, Seattle, Washington—WESTERN WASHINGTON OREGON, MONTANA.

P. W. GEDNEY, 504 Empire State Bldg., Spokane, Washington—EASTERN OREGON, EASTERN WASHINGTON, IDAHO, MONTANA.

E. C. WILLEY, 1645 Tremont Street, Denver, Colorado—COLORADO, NEW MEXICO, UTAH WYOMING.

CHAS. HARRIS, 515 Title Insurance Building, Los Angeles, California—SOUTHERN CALIFORNIA, and ARIZONA.

G. W. DEARBORN, 234 Pine Street, San Francisco—CENTRAL CALIFORNIA.

F. J. SCHOENEMAN, 234 Pine St., San Francisco, California—NORTHERN CALIFORNIA, NEVADA.

H. E. SMITH, 224 Henry Bldg., Portland, Ore.—OREGON.

C. F. MILLIMAN, General Inspector, Improved Risk Department, 234 Pine Street, SAN FRANCISCO, CALIFORNIA.

AGENTS WANTED

Every Company that advertises wants Permanent Agents. Have you any business? Are you about to change companies? Are you newly engaged in Insurance? Do you intend to go into the business?

THEN

Hustle! Get busy! Write to our Advertisers. Don't be verbose nor uncertain. Don't write from Los Angeles or Portland or Seattle and ask some big company, Are you represented here? Of course the company is represented there. Probably it is represented everywhere. But it may be contemplating a change, or its present agent may be flirting with the special of another company.

It Will Do No Harm

to get on the waiting list. It is legitimate for you to write modestly, "Consider me an applicant if you want another agent here." "I control \$—— in premiums." "My business is chiefly ——." "I want a company, and if you are unrepresented in this town or contemplate a change of representation let me submit particulars to you."

If you can write some life or accident business on the side or exclusively, the live companies which advertise are

Looking For You

They will give you the glad hand and the warm eye They will pay you a handsome commission, too.

Scottish Union and National

**Insurance Company
Of Great Britain.**

Organized 1824,

North American Branch:

Hartford, Conn.

**JAMES H. BREWSTER
MANAGER.**

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.

JOHN M. HOPKINS, State Agent,
JOHN L. REAMS, Special Agent,
706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

H. C. EDMUNDSON, Realty Building,
Spokane, Wash.,
Montana and Idaho

H. W. FORES, San Francisco, Cal.,
General Agent, California, Nevada, Arizona.

**SAN FRANCISCO OFFICE:
409 California Street**

Royal Exchange Assurance

OF LONDON

Incorporated by Royal Charter A. D. 1720

Total Assets Exceed \$32,000,000.00

A Successful Record of Nearly Two Hundred Years.

Losses Paid During That Time Exceed

\$225,000,000.00

United States Branch, 92 William St., New York City

R. D. HARVEY, United States Mgr.

LAWRENCE F. LAMPING, State Agent

For Oregon, Washington and Northern Idaho

310 BURKE BUILDING, SEATTLE

CANTON

Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital paid up (Gold)	- - -	\$ 250,000 00
Cash Assets (Gold)	- - -	2,096,766 26
Net Surplus over Capital (Gold)		1,357,229 46
On deposit in the United States, (registered U. S. bonds)	-	200,000 00

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents

Since January, 1882

J. J. THEOBALD, Manager

320 California Street, San Francisco

[Babcock Building]

PHOENIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

W. IRVING

General Agent for Pacific Coast

R. GALLEGOS

Assistant General Agent

343 SANSOME STREET

Security Building

(Entrance on Halleck Street)

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employes. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - - San Francisco, Cal.

Royal Insurance Building

FIRE**NIAGARA FIRE Insurance Company**

Assets, - \$6,981,389.16 Surplus to Policyholders, - \$3,664,392.31

DETROIT FIRE & MARINE Insurance Company

Assets, - \$2,194,259.14 Surplus to Policyholders, - \$1,549,532.75

NIAGARA - DETROIT UNDERWRITERS

Assets, - \$10,661,489.00 Surplus to Policyholders, - \$5,966,544.00

EDWIN PARRISH, Manager

Pacific Coast Department 334 Pine St., - San Francisco

Bank Busts

North Powder, Or., Feb. 16. — The Powder Valley State Bank closed its doors today, its reserve fund being below the limit. Capital \$20,000.

GENERAL

All the peanuts eaten in California are raised in Japan and roasted in this state by Chinese.

A Tarahumare Indian in Mexico will easily run 170 miles without stopping. Only an American politician can make a better race.

A St. Louis risk (5 story fireproof, sprinklered) has just been rated at 6 cents and contents at 11, with 80 per cent coinsurance clause.

\$500 Damages For Ten-Cent Herring

Decatur, Ill. — Five hundred dollars damages were awarded Mrs. Anna Sloan in her case against the F. W. Woolworth company today. Mrs. Sloan charged that she bought some kippered herring at the "5 and 10" store and it poisoned her.

Nobility

First—There is one sign that should be placed over every letter box in the city.

Second—What is that?

First—"Post no bills."

Good Territory

**OPEN TO
RIGHT MEN**

— those who know how and can produce applications and settle policies
— always ready to negotiate with men of experience, energy and enthusiasm.

UNION MUTUAL LIFE Insurance Company

PORTLAND, MAINE.

FRED E. RICHARDS, President

Address ALBERT E. AWDE, Supt. of Agencies
7 W. Madison St., Chicago, Ill.

GEO. ELLIOTT HUNT, Manager
Shreve Bldg., San Francisco

T. H. McAllis, Manager, Sherlock Bldg., Portland, Ore.

P. B. Duren, Manager, Boston Block, Seattle, Wash.

The Western States Agency Co., Manager, 225 Foster Building, Denver, Col.

J. E. Evans, Manager, Vancouver, B. C.

**NORTHERN
LIFE**

Insurance Company

**LIFE
HEALTH
ACCIDENT**

3 IN 1

An OLD LINE Company
with NEW LINE Ideas.

**POLICY
PROVIDING
PERFECT
ROTECTION**

HOME OFFICE
SEATTLE

U. S. A.

Life Premiums Cease if Permanently Disabled.

Monthly Indemnities. Guaranteed Dividends.

\$200,000.00 Deposited With State Treasurer

Reserves and Surplus to Policyholders over \$500,000.00

President, Hon. GEO. A. COX.
Vice President, W. R. BROCK.

General Manager
W. B. MEIKLE

WESTERN ASSURANCE CO.

OF TORONTO

(INCORPORATED 1851)

United States Assets \$2,464,562.05

Liabilities in United States 1,446,243.42

Surplus \$1,018,318.63

PACIFIC COAST DEPARTMENT

129 LEIDESDORFF STREET - - - SAN FRANCISCO

MILLER, SCOTT & HENLEY, Managers.

Total Assets Represented over \$20,000,000

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of Gothenburg

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Watertown, N. Y.

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Insurance Company
of New York

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It Is for All Local Agents

10th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.50

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and Local Agents

For Sale by the Coast Review

The Coast Review of San Francisco

Our Directory of Pacific Coast Fieldmen

Special Agents are invited to send us corrections

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Seattle—F. H. Rhoads
Spokane—G. S. Mariner
Salt Lake—H. F. Mills

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Craig Owens
Spokane—E. K. Lower
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Denver—L. D. Griffin

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Spokane—P. L. Welte
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Los Angeles—P. H. Griffith
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The Coast Review

Northwestern National

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Los Angeles—W. E. Labry
San Francisco—C. W. Greene
H. L. Clark
Tacoma—L. S. Frudenfeld

National Union

San Francisco—R. R. Roper
Seattle—Henry G. Green
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Norwich Union

Los Angeles—F. C. Staniford
San Francisco—William L. Wallace
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Oakland—F. J. Agnew
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Portland—Chas. V. McCarthy

Phoenix, London

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Munro English, Chas. R. Stone
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Portland—Edwin C. F. Knowles
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Bozeman—C. E. Dunlop

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Fresno—E. P. Eldred
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Western and British America

Seattle—H. P. Hildreth
San Francisco—C. W. Stone

Appraisers

San Francisco—J. P. Treanor
Portland—Wm. B. Honeyman

FIRE

In the past ten years 155 companies have passed under the ropes, defeated in a hard battle. About half of these losers were less than five years old; fifteen lasted only one year, twenty lasted two years; and twenty-three lasted over fifty years.

Chicago.—E. G. Halle, western manager of the Germania Fire, who seemed summoned to pay the last debt, is now convalescent in flowering Florida.

Louisiana.—Licenses are issued in this losing state to any property-owner who wants to save the commission. The courts rule in favor of this form of rebate.

The Vulcan of New York will resume.

President Damon of the Springfield F. & M. says the recent decline in values of securities is unprecedented. Seemingly, 1913 was worse than 1893.

John Tisdale, Lodi, Cal., was arrested on February 15, and is in jail at Stockton, charged with setting fire to the home of Walter C. Eddy. Distillate was found sprinkled on the back porch and along the path leading to barn in which T. lived.

The Marquette National Fire of Chicago will begin business in May. It is a promotion enterprise, with the capital stock sold to Catholics, and with expectancy of much business from them, church and private.

ESTABLISHED 1873

Office of Edward E. Potter

General Agent

The first office to commence paying losses after the conflagration.

The first office to commence paying in full the face of the policies, without discount, for cash or exchange.

The only general agency that remained in San Francisco where its patrons suffered.

The only office that did not compel its patrons to go to the expense and trouble of going to Oakland for the adjustment of their claims.

The Edw. E. Potter General Agency commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
It Costs No More**

January 1, 1913

OLD AND
TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS TO POLICYHOLDERS	.	.	.	.	\$5,312,945 00
UNDIVIDED PROFITS	.	.	.	.	2,486,705 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS TO POLICYHOLDERS	.	.	.	.	\$3,848,154 00
UNDIVIDED PROFITS	.	.	.	.	896,217 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS TO POLICYHOLDERS	.	.	.	.	\$2,492,354 00
UNDIVIDED PROFITS	.	.	.	.	439,752 00

EDWARD E. POTTER, General Agent

W. W. POTTER, Assistant General Agent

Potter Building, 578 Sacramento St.

San Francisco, Cal.

GENERAL INSURANCE NOTES

LIFE

In New Hampshire hereafter all part-time men must represent themselves as insurance men and be actually in the business and not merely a booster or a rebate-receiver.

The Union Central writes the total disability clause after next month.

An American life company 155 years old held its annual meeting last week. Presbyterian Ministers' Fund is the name. The first policy was an income contract. The premium increased with each marriage.

On January 21 the Philadelphia Life Insurance Company declared its seventh annual dividend of six percent to stockholders, and at its annual stockholders' meeting January 28 Geo. W. Norris, T. Hewson Bradford, M. D., medical director of the Company, and Wm. H. Hubbard, its secretary, were unanimously re-elected directors for a term of four years, the other nine directors holding over under the company's plan of electing three each year for a four year term.

The George Washington Life succeeds the Southern States Mutual. It hails from the district (West Virginia) where George did some first rate surveying.

At a regular meeting of the board of directors Walter N. Stanley was elected actuary of the Manhattan Life. Mr. Stanley, who since May 1912 has occupied the office of assistant actuary, became connected with the actuarial department of the company in 1890. He is an associate member of the Actuarial Society of America, having been enrolled in May 1902.

FIRE

The Home of New York leads in Illinois premiums, with \$1,030,767; and the American of Newark is second, with \$1,003,532.

U. S. Manager Richards of the North British & M. has been elected a director of the strong old Seaman's Bank of Savings of New York.

Frank E. Parkhurst is the new president of the Franklin. These Parkhursts are always to the fore.

In the Middle West the local agents complain that the expense-reduction campaign affects them only—that the company officers' and managers' salaries are unclipt while brokerages and commissions are cruelly slashed.

Seattle.—The local board has elected Philip Smith president, O. W. Crockett vice president, D. W. Baker secretary, and for executive committee, H. Benton, Jno. C. Coart, H. Vodges, Rufus C. Atkinson, and H. B. Scheitlin.

Hartford.—The second and third floors of the Hartford Fire building will hereafter be occupied by the company, which now needs the additional room.

The Hartford Agent refers to the abnormally high loss ratio on dwellings in recent years. Dwellings insured for one year show worse results at the higher rate than those insured for three or five years. This condition indicates that more moral hazard under the annual than under term policies. The incendiary-minded prefers to pay one premium—possibly because he is too hard up to pay two premiums for three years' protection.

The Home of New York has declared a semi-annual dividend of 10 percent.

STABILITY AND STRENGTH

RESOURCES OVER \$52,000,000.00

SUN

OF LONDON

NATIONAL

OF HARTFORD

COLONIAL

FIRE UNDERWRITERS
AGENCY

MICHIGAN

FIRE AND MARINE
OF DETROIT

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Branch Offices: Los Angeles, Cal., Portland, Ore., Seattle and
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AGENTS WANTED IN EVERY CITY, TOWN OR VILLAGE.

1863

51st YEAR

1914

FIRE

AUTOMOBILE

MARINE

Organized in 1863

Firemans Fund

Insurance Company

Incorporated under the Laws of California.

HOME OFFICE: COMPANY'S BUILDING

401 California Street - San Francisco, Cal.

Capital, \$1,500,000.00 Assets, \$9,864,872.00

BERNARD FAYMONVILLE

PRESIDENT

J. B. LEVISON

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A. W. FOLLANSBEE, Jr.

MARINE SECRETARY

H. P. BLANCHARD

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ASSISTANT SECRETARY

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Central Department

MARSHALL & McELHONE, Mgrs.

171 La Salle St., Chicago, Ill.

Southeastern Department

EDGAR S. WILSON, Manager

Macon, Georgia

Eastern Department

A. K. SIMPSON, Manager

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Mason Building

Boston, Mass.

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FRANZ HERRMANN, Manager

79-85 Wall Street, New York

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VOL. 86
NO. 3

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1914

THE

TELEPHONE KEARNY 5934

Coast Insurance Review

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An Insurance Journal and Directory

IN ITS FORTY-THIRD YEAR

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The Only INSURANCE Journal in the Pacific West

INSURANCE PUBLISHING CO., Publishers

Manager Watt Completes 20 Years with the Royal
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Great American Fire Waste—F. G. Ainley

Insurance Laws of Washington—W. W. Hindman

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California Marine Business

California Miscellaneous Business

California Fire Business

California Life Business

Two Coast Court Decisions

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R. P. Fabj Appointed Manager Pacific Department of Liverpool
& London & Globe, and T. H. Anderson Appointed
Assistant Manager

Manager John Landers Retires

Circulating Extensively in all the
States and Territories of the Pacific
West

PRICE 25 CENTS
\$3.00 PER ANNUM

Subscribers in the East, in Europe, in
South America, Japan, China and
Australasia

The Great Fire Insurance Company of the World
ASSETS IN UNITED STATES, - \$14,261,648.20



Established 1836

Entered U. S. 1

The statement of the condition of the United States Branch on the 31st of December, 1913, in accordance with the laws of the State of New York, is as follows:

Assets	\$14,261,648.20
Liabilities	9,632,630.05
Surplus	\$ 4,629,018.15

As an illustration of the Company's practice in maintaining its Assets in the United States in years of excessive loss, the following figures may interest Policyholders:

Year.	Assets at 1st January.	Income.	Expenditure.	Excess of Expenditure
1871	\$3,054,361	\$3,163,901	\$5,122,653	\$1,958,752
1872	3,640,450	3,733,101	4,484,999	751,898
1873	4,165,290			

Thus showing EXCESS OF EXPENDITURE in the two years of \$2,710,650
And INCREASE OF ASSETS in the same time of 1,110,929

PROGRESS OF THE UNITED STATES BRANCH.—Net fire premiums: 1848, \$4,519; 1858, \$471,988; 1868, \$1,739,620; 1878, \$2,422,126; 1888, \$3,928,010; 1898, \$4,979,422; 1908, \$7,427,617; 1909, \$7,839,471; 1910, \$8,001,144.

LOSSES.—The amount paid in satisfaction of Fire Losses in the United States in the course of 66 years exceeds \$137,000,000. This large sum in conjunction with the growth of the Company's business, evinces the confidence of the public and the faithfulness with which the Company's losses are adjusted and settled.

PACIFIC DEPARTMENT ESTABLISHED 1852
In Company's New Building
444 California St., San Francisco

R. P. FABJ, Manager
THOS. H. ANDERSON, Asst. Mar

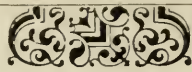
Special Agents:

R. G. BRUSH
W. H. RAYMOND

R. H. ROUNTREE
CHESTER S. MYRICK

HARRISON HOUSEWORTH
F. E. ATKINS

LOGAN B. CHANDLER
GEO. J. J.



Conflagration-Proof Insurance



Losses paid to date, - - over \$166,000,000

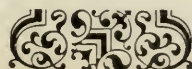


GEO. H. TYSON GENERAL AGENT.
HERBERT FOLGER. ASST. GENL. AGENT
SAN FRANCISCO.

Losses paid in San Francisco, - over \$6,000,000

Total Assets Thirty - Nine Millions

Agents Wanted in every City, town or Village



YOUR CARD

as a representative of the "Oldest Life Insurance Company in America" will prove your best introduction

The Mutual Life Insurance Company of New York

Impregnable Strength

Incomparable Dividends

Maximum Benefits

Minimum Net Cost

For terms to producing agents, address

GEORGE T. DEXTER, 2d Vice-President

34 Nassau Street, - - - - - New York, N. Y.

LIFE

The Nevada State Life with \$100,000 capital and a home in Reno has hopes to begin to hum soon, with a former Metropolitan Life man in charge — W. M. McCaffrey of K. C. All the officers are politicians. The state treasurer, Wm. McMillan, is president, and W. M. Gardinee, a legislator, is secretary. Their troubles are just beginning.

The United Artisans of Portland, Ore., is being officially probed by three states.

The Universal Life of Cleveland has spent three years and much of its capital a trying to be born.

The San Jacinto Life of Texas is the latest. Pronounced San Hathinto.

The assets of the Fidelity Mutual increased from \$26,656,839 to \$28,807,671. The insurance in force increased from

\$130,771,679 to \$133,545,000. The income increased to over \$6,300,000.

The supreme court of New York has decided that a term policy and one that is substituted for it on conversion or expiration constitute a continuous contract and the terms of the original policy are therefore not altered by the substitution. The decision was brought about in the suit of Gans vs. Aetna Life, in an effort to recover \$4,000 under two five-year term policies issued April 5, 1907. During the life of the policies the insured made application to exchange them for changed insurance on his life in accordance with the conditions of the contract. The court pronounced the new policies identical in form with the original.

The National Life Association of Des Moines is complaining of the temperature of "the water."

INCORPORATED 1861

The California Insurance Company

Cash Capital, \$400,000 00

Net Surplus, 191,636 00

Total Assets, 1,141,200 00

E. T. NIEBLING, President
GEO. W. BROOKS, Secretary

W. E. DEAN, Vice-President
J. W. WARNER, Assistant Secretary

HOME OFFICE: Company's Building. 550-558 Sacramento St.
SAN FRANCISCO, CAL.

Special Agents and Adjusters

A. N. LINDSAY, Seattle LEIGH H. ROBINS, Los Angeles B. A. SIFFORD, Portland

**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."**

Eastern Department, Philadelphia, FRANK C. STURTEVANT, Manager.

Middle East Department, Pittsburg, LOGUE BROS. & CO., Gen'l Agts.



LTD.

OF LIVERPOOL, ENGLAND.

INCORPORATED 1861

Pacific Department, - 332 Pine Street

SAN FRANCISCO, CAL.

SAM B. STOY, Manager

THE LONDON & LANCASHIRE IS A STAUNCH SUPPORTER OF THE AGENCY SYSTEM
AND DOES NOT WRITE OVER THE HEADS OF ITS REPRESENTATIVES

Pacific Coast Casualty Company

OF CALIFORNIA

EMPLOYERS' LIABILITY—TEAMS—
GENERAL LIABILITY—WORKMEN'S
COLLECTIVE—VESSELS—ELEVAT-
OR—AUTOMOBILE—PERSONAL AC-
CIDENT—BURGLARY and PLATE
GLASS INSURANCE—FIDELITY and
SURETY BONDS. ∴ ∴ ∴

T. L. MILLER, President

HOME OFFICE:
Merchants Exchange Building
SAN FRANCISCO

LIABILITY

The U. S. supreme court has decided that under the federal employers' liability act the federal law governs and not the state; that the widow and children must receive the full amount of a judgment unshared by other relatives of the father.

The Employers' Liability sued Chicago contractors for premiums due because of misrepresentation as to the pay-roll. The company was given a verdict for \$15,000.

A New York negro, paralyzed by a crush beneath an elevator while employed in the pit, has been awarded \$25,000 damages, which his employers, or their insurers, must pay.

The Guardian Casualty & G. Co. is being officially examined by four states.

Lightning losses in Illinois in '13 are estimated at over \$1,000,000.

Bankers Life Company

Des Moines, Iowa

ERNEST E. CLARK, President

Organized 1879

Exceptional Record During Thirty-three Years for

Low Rate of Mortality

Economy of Management

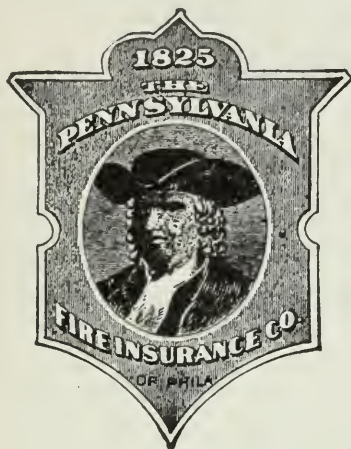
Prompt Payment of Claims

ADMITTED ASSETS, OVER - - . \$19,500,000

L. B. COLLINS, Gen'l Agent, - SAN FRANCISCO

Temporary Office, 206 Westbank Bldg.

A. C. STILSON, Manager, (233 H. W. Hellman Building) LOS ANGELES, Cal.



The Pennsylvania

*Fire Insurance Company
of Philadelphia*

Assets Jan. 1, 1914, \$8,002,962.21

Surplus to Policyholders

Jan. 1, 1914, 3,076,053.39

One of the Oldest and Strongest Fire Insurance Offices
in the United States

Pacific Coast Department:

201 Sansome Street, SAN FRANCISCO

RUSSELL W. OSBORN, Manager

S. P. MESICK, Superintendent of Agencies

F. J. AGNEW, " " "

SPECIAL AGENTS: A. C. McConnell C. V. McCarthy F. A. Lathrop

FIRE

The Royal leads in Boston premiums, with \$88,838 for the last half year.

The Western Union meets in the East (Philadelphia) next month.

Iowa business in 1913 had a loss outgo of 63 percent. Business was transacted at a loss.

If and when the Nevada Fire begins business at Carson City, Robt. Carlson will be the underwriter.

The American National Fire is the name of a new Indiana hopeful. Stock is to be sold exclusively to local agents, payable in installments.

The Tacoma association has Jas. H. Davis for president and E. L. Hibberly for secretary.

The Hamburg - Bremen's Western business will be in charge of H. B. Washington at the New York office.

The Metropolitan Life Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

"An agent is known by the companies he keeps."

CONTINENTAL INSURANCE COMPANY OF NEW YORK

The best company for a policy-
holder is the best company
for an agent.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago

FIDELITY-PHENIX FIRE INSURANCE COMPANY OF NEW YORK

The assured places the responsibility
on the agent; a Fidelity-Phenix
policy relieves him of it.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
137 South LaSalle Street, Chicago

FIDELITY (FIRE) UNDERWRITERS OF NEW YORK

Combine the assets of two of the
largest companies with the highest
sense of liberality and fairness.

Combined Assets, \$42,586,574

Policyholders' Surplus, \$23,743,555

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago

Law Union and Rock

Insurance Company, Ltd.,
OF LONDON



Funds Exceed - - \$ 47,897,465
Annual Income Exceeds 6,500,000
Claims Paid Over - - 130,000,000

PACIFIC COAST DEPARTMENT

HARRY H. SMITH, Manager

433 California Street

SAN FRANCISCO, CALIF.

FOUNDED 1806

EDWARD M. BRODENSTEIN, Branch Secretary J. P. CARROLL, Superintendent of Agencies

SPECIAL AGENTS: F. A. STAHL, Northern California and Nevada, San Francisco; NOAH L. NELSON, Northern California, San Francisco; F. F. RICHARDS, Southern California and Arizona Los Angeles; R. D. EMERY, Oregon and Western Washington, Portland; NYE KERN, Eastern Washington, Idaho and Montana, Spokane.

APPLICATIONS FOR AGENCIES INVITED

THE COAST REVIEW

1871—1913

SAN FRANCISCO

PUBLISHER'S NOTICE

WE TAKE pleasure in sending sample copies to any American address (San Francisco excepted); and we thank those special agents and managers who suggest the names of local agents who may appreciate the value of "the only INSURANCE journal in the Pacific West." Send in your name.

WE WELCOME correspondence and inquiries.

A YEAR ago we said of The Coast Review's Pacific Fire Chart: "Read between the lines" and you will find the names of THE fire companies that will retire from business within the year." The names were there. THIRTY-FOUR companies retired.

THIS YEAR'S COAST REVIEW FIRE CHART contains the names of THE more companies that will retire in 1914. Exercise your ingenuity and pick 'em out. Some of the ten have been losing money. Some of them are discouraged; some of them don't like the industrial outlook; some should never have been started in this vale of promotion tears.

IN compliance with the request of a California subscriber we are compiling, and will print in the April Coast Review, a list of the RETIRED CALIFORNIA FIRE COMPANIES.

IN OUR January and February magazines we printed Coast Review Postorettes which should be of some value to the enterprising agent. Elsewhere we print one somewhat unlike.

MOTOR insurance rates in Great Britain have been cut, and there is talk of a tariff. Only motor insurers and insurance journalists have no tariff.

AS THIS NUMBER makes a specialty of statistics we price it 50 cents. Subscribers can have extra copies at 25 cents.

AT LAST year's Proceedings F. U. A. P. one contributing buzzard fouled his own nest. And this year's—?

WE ARE thinking about changing the size of our pages—making them larger, and ceasing to be a "book." What do our old subscribers think about it? Would like to hear from those who care.

EBEL, DAVID, near St. Helena, put in jail for arson on September 15, 1911. CAN YOU tell us what the outcome was?

Our Dictionary

Despotism — A majority opposed always by a hopeless minority.

The Iowa State Live Stock Ins. Co. is new in Des Moines.

Kentucky politicians are determined to create more offices for needy politicians, by enlarging the powers of the state rating board. It is said the companies are weakening and may not apply the Missouri purgative.

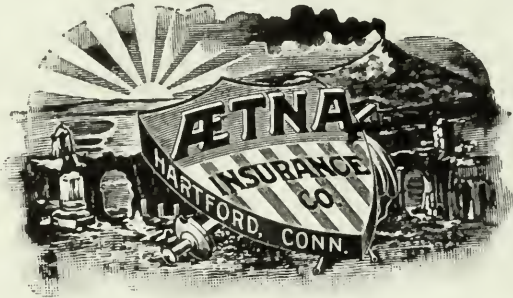
"THE LEADING FIRE INSURANCE COMPANY OF AMERICA."

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$8,238,392.50

Surplus as to
Policyholders
\$13,238,392.50



Cash Assets Now
\$23,051,531.36

Losses Paid
in
94 Years

\$132,981,553.48

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

W. H. BREEDING, General Agent

E. S. LIVINGSTON, Asst. General Agent

**Main Office, 301 California Street
SAN FRANCISCO**

SPECIAL AGENTS AND ADJUSTERS

J. A. MURPHY, General Adjuster

G.A.R. HEUER, H. E. O'BRIEN, G. E. TOWNSEND, H.F. MILLS, G.S. MARINER, E.V. CULVER, FRED H. ROADS

This Company has absolutely no connection with any other corporation
bearing the name of Aetna.

MARINE AND AUTOMOBILE DEPARTMENTS

E. S. LIVINGSTON, Marine Superintendent

325 CALIFORNIA STREET

HARTFORD FIRE

Insurance Company
Chartered 1810



Assets, January 1, 1914, \$26,525,973 85

Surplus to Policyholders, 10,048,522 13

Losses Paid, Over . . 167,060,500 00

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

430 California Street, SAN FRANCISCO

Special Agents and Adjusters

**J. J. DENNIS
P. H. GRIFFITH
WILLIAM S. DENNIS
NEIL STEWART**

**C. E. MILLER
M. E. SPAULDING
E. E. PRICE**

**GEO. E. DEVINE
R. E. DOLLARD
L. H. EARLE**

MARCH, 1914

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 43d Year

Foreign, \$3.50

Office 1103 Merchants Exchange

Volume 86

San Francisco, California, U. S. A.

Number Three

Entered at San Francisco Postoffice as second-class mail matter

A San Francisco counter-man invested 25 cts. in a lottery ticket and won \$1250.

‡‡

The best way to meet old age is with a gold-headed cane and a few maturing endowment policies.

‡‡

California and other Coast states now know what I. W. W. initial letters mean. "I won't work," "I won't worry," "I will wander," "I will war." These letters actually represent an organization of weak-minded knaves who have read or heard read the vagaries of German socialism. These men are loafers, bums, criminals, syndicalists, socialists, single taxers, who, as one said, never obey any law unless they have to, who believe manual labor creates everything, and who dread work as fool doctors believe a mad dog dreads water.

‡‡

"The jobless" who want work and will work deserve unusual sympathy and help; but the I. W. W. anarchists are a lazy lot of criminals who should be faced with a rock-pile and a promise of good food and a wooden coffin if they would starve rather than work.

‡‡

Companies doing a "perpetual" business should include in their premium figures the interest earned by their "perpetual" deposits.

Several hundred of these "marching," ride-stealing, food-demanding I. W. W. are at the present writing camped near Sacramento and have threatened to fire that city if they are not given food and transportation. No man's home is safe, no man's chickens are safe, as long as these lazy anarchists, congregated because of the pretext of hard times, are at large and organized. Make 'em work—and take a bath—say we.

‡‡

Banks do more advertising in the daily papers than the insurance companies do.

‡‡

Alas, a receiver has gripped the colored brothers' "National Grand Lodge of United Brothers of Friendship and Sisters of the Mysterious Ten of North America, South America, Europe, Asia and Africa." My, my! but what a long tail that wildeat did carry.

‡‡

If business men took a large part in politics there would be fewer fools elected to the legislatures.

‡‡

Schools generally are unprofitable. The burning of College hall at Wellesley College, Boston, March 18, cost the companies \$600,000, and the building was underinsured.

Surety and Ruin

Surety is precursor of ruin.—Thales, of Ancient Greece.

Your World

The world is what the people make it. Your world is that of the people around you. It will treat you just as the men you pass on the street would treat you. The average of humanity is that of the flitting shadows in the midst of whom you walk. The world is equally wise, mean, shallow, generous, timid, brave, cowardly, ignorant, superstitious, conceited, deceitful.

Perishable Property

"Perishable property," as used in general bankruptcy order 18, permitting the court in its discretion to direct sale of perishable property, held not limited to the property which deteriorates physically, but includes that liable to deteriorate in value and price by reason of delay in the disposition thereof.—In re Pedlow, 209 F. 841.

Deposit With State Insurance Department

A deposit of securities with the superintendent of insurance of a state by a foreign insurance company, which was not required by the statutes of the state, held not to create a trust in favor of domestic policyholders, in the absence of any agreement to that effect.—Blake v. Old Colony Life Ins. Co., 209 F. 309.

Right of Wife Beneficiary of Bankrupt

Where a life policy was payable to insured's wife in case he died prior to the end of 20 years, and if he survived that period he was entitled to certain specified benefits, he was without right on his becoming a bankrupt within the period to deprive his wife of the life insurance provision or to obtain any benefits of the policy to which she did not expressly assent.—In re Churchill, 209 F. 766.

A wife's interest as beneficiary under a policy insuring the life of her husband is exempt both under the general law and under St. Wis. 1898, § 2347.—Id.

Copyrighted but May Copy by Giving Credit

The annual Proceedings of the 38th Annual Meeting of the Fire Underwriters' Association of the Pacific has been copyrighted but any insurance journal is at liberty to copy any of the contents of this valuable annual by giving due credit. The book has been copyrighted because parts of former annuals were reprinted without credit, and some of the papers were printed as pamphlets and sold by dishonest publishers.

Smoke Damage

Damage to property generally is estimated at \$600,000,000 a year in the United States. This is twice the loss by fire.

This estimate of the losses by smoke damage is made by the chief engineer of a United States bureau of mines experiment station.

There is no insurance against this smoke damage. The statistics are not based on smoke - damage claims made against fire insurance companies.

Automobile. — A woman driving her husband's machine for her pleasure is responsible for her own negligence and her husband is exempt from any liability. So rules the New York supreme court, a. a. Policies therefore, as heretofore written, do not cover this extra risk.

Policies printed in less than 10-point (long primer) type have been discovered to be illegal in Michigan. The discoverer is the state insurance commissioner. He is a friend of the printers. New policies must be printed by 200 companies.

Louisville, Ky., is practically without fire insurance agents. And yet once they, with great unanimity, favored rating by the state.

—San Francisco's dailies are able to publish San Francisco insurance on the day following the receipt of the Chicago Record - Herald. The latter paper is always insurance newsy on the day after the Western Underwriter appears.

Insurance in State and Federal Courts

OUR BEST DIGEST OF RECENT DECISIONS

Fire Insurance in Court

Ohio—Ensel v. Lumber Ins. Co. of New York et al., 102 N. E. R. 955

Time of Taking Effect—Cancellation—Substitution

An insurance agent negotiated for the plaintiff, through the underwriters of an insurance company, a policy in that company. A few months later the underwriters notified the agent that the company would cancel the policy. The agent assented for the plaintiff, but said he would take the usual five days to obtain other insurance. Thereupon the underwriters offered to rewrite the insurance in the defendant company. The plaintiff, through the agent, assented, and a new policy was delivered the same day at two o'clock. The fire occurred at 6 o'clock.

Held, the court properly submitted to the jury the question as to the time the contract of insurance went into effect, and the finding of the jury that it went into effect at the time of delivery and was not postponed until five days later is not contrary to law.

Description of Property—Sufficiency

The subject of the insurance was described in these words: "On his interest in the lumber in Wabash Elevator No. 4, while on the premises, situated on Middle Ground near the Maumee river, Toledo. It is understood that the building is in process of demolition and said insurance is to cover above described lumber while on the premises."

Held, this advised the underwriters of the nature and extent of his interest as an element of the risk.

Question For Court—Material Concealment

Plaintiff's interest was acquired from the Wabash Railroad Company by written contract, in which he agreed to demolish the building and release the railroad from all damage by fire caused by it. The underwriters thoroughly inspected the risk on the premises before they wrote the policy. They did not inquire for the contract nor ask the

plaintiff any questions, and he made no statement about it. A clause in the policy avoids it, "if the insured conceals any material fact concerning the insurance or any subject thereof."

Held, it was for the court to say whether his failure to mention the release was a material concealment within the terms of the policy.

Construction—Subrogation

Another clause of the policy provided that: "If the company shall claim the fire was caused by the act or neglect of any person or corporation, the company shall be subrogated to all right of recovery by the insured for the loss resulting therefrom, and such right shall be assigned to the company by the insured."

Held, a stipulation such as the latter can only be used to work a forfeiture strictissimi juris. That clause being inserted by the insurer for the protection of the insurer is to be construed most strongly against the insurer and in favor of the insured. In view of the facts disclosed in this case, the court could not by way of purely legal construction give the stipulation the effect which the defendant claimed for it and void the policy.

Title

Another clause avoids the policy, "if the subject of the insurance be a building on ground not owned by the assured in fee simple." The building was upon the ground described in the policy, but the fee simple title to the land was not in the plaintiff.

Held, the property insured was not part of the real estate but lumber in a building in process of demolition. Therefore this clause of the policy has no application to this case.

Mortgage

It also provided that "if the subject of the insurance be or become incumbered by a chattel mortgage the policy shall be void."

There was a railroad mortgage by the Wash company undischarged at the time it sold the lumber in the building to the plaintiff. That mortgage contained the usual proviso that the railroad company might dispose of equipment and material, replacing the same with new, and the company was doing that thing.

Held, the mortgage lien upon this lumber was discharged. For this and other reasons this defense was properly excluded.

Evidence—"Presumption"—"Inference"

A "presumption" is a rule which the law makes upon a given state of facts; an "inference" is a conclusion which, by means of data founded upon a common experience, natural reason draws from facts which are proven.

California—*Sharman v. Continental Ins. Co. of City of New York*, 138 Pa. Rep. 708

Sale and Unconditional Ownership

Though it be not recorded, one who has made a contract of sale of property, on which the purchaser has made payment, and under which he has entered into possession, is not the sole and unconditional owner, as required by a fire policy thereon, taken out by him.

Waiver of Condition—Power of Soliciting Agent

Condition of a fire policy, that it shall be void if insured be not the sole and unconditional owner, cannot be waived by knowledge and representation of a mere soliciting agent; it being only a general agent who can waive conditions, notwithstanding the provision of the policy that no condition of it can be waived by any agent except by endorsement thereon.

An insurance company, like any other principal acting through agents, may limit their powers, and this was done by defendant by clear and plain terms in the policy here in question. When plaintiff accepted it, it became the contract between him and the company, and he was charged with knowledge of its terms, among others the limitations upon the power of the agent of the company. *Westerfield v. New York Life Ins. Co.*, 129 Cal. 68, 58 Pac. 92, 61 Pac. 667; *Clayford v. Metropolitan Life Ins.*

Co., 5 Cal. App. 715, 91 Pac. 266; *Blunt v. Fidelity & Casualty Co.*, 145 Cal. 268, 78 Pac. 729, 67 L. R. A. 793, 104 Am. St. Rep. 34.

Wade was merely a soliciting agent of the defendant. He had no authority, actual or ostensible, to waive conditions in the policy. This was not within the scope of any apparent authority he possessed, and his knowledge of the true condition of the title of plaintiff, not communicated to the general agent of the company, was not the knowledge of the latter. The extent of his duties were merely to solicit insurance, and send in applications therefor to the general agent of the defendant. He had no authority to consummate the contract of insurance, and issue the policy, and it is only an agent of this character who could waive conditions notwithstanding the apparent limitations of the power of all agents to waive the conditions or stipulations of a policy. A soliciting agent could not. *Iverson v. Metropolitan Life Ins. Co.*, 151 Cal. 746, 91 Pac. 609, 13 L. R. A. (N. S.) 866; *Fidelity, etc., Co. v. Fresno Flume Co.*, 161.

Premiums.—The insurer could not escape liability upon the ground that premiums were never paid.—*National Union Fire Ins. Co. of Pittsburg, Pa., v. Baltimore Asbestos Co.*, 89 A. 408.

Cancellation.—Where notice to the insured is a condition precedent to the cancellation of a fire policy, notice to the broker who effected the insurance is insufficient.

Notice of cancellation given only to the broker who effected the insurance is not ratified where the broker did not secure any substitute policies as was his custom, and the insured had no notice of the cancellation.—*Id.*

Mortgagee.—A New York standard fire policy construed, and held that a clause declaring that suit thereon must be brought within 12 months was not applicable to the claim of a mortgagee.

Where a fire policy was payable to a mortgagee as his interest might appear, he was authorized by Code Civ. Proc. § 521, to assert his claim by answer, in an action by

insured on the policy.—*O'Neil v. Franklin Fire Ins. Co. of Philadelphia*, 145 N. Y. S. 432.

Contract to Sell.—A contract for the sale of a farm and insured buildings, on which the purchaser had paid a part of the price prior to a fire destroying the dwelling house, held not to avoid the policy.

Subrogation.—Company held not entitled to subrogation to the rights of a mortgagee on tendering payment of the mortgage debt after loss, where it merely asserted nonliability to the mortgagor, but did not offer to prove the same, and suffered judgment in his favor.

Mutual Fire.—Under policy, by-laws, and constitution of mutual fire company, mailing of notice held a condition precedent to avoiding policy for nonpayment of advance assessment.

Where a by-law provides that if an assessment is not paid within 30 days after notice mailed the policy shall be void, a declaration of the amount due, without notice that the policy would be void if not paid, was not sufficient.—*Frakes v. Mutual Fire Co. of Portland*, 138 P. 224.

Life Insurance in Court

Arizona—*Occidental Life Ins. Co. v. Jacobson*, 870 P. Rep. 869

Payment of Premiums—Premium Notes

If the policy or notes provides for forfeiture for nonpayment of premium notes, and such provision is not waived, the giving of a note does not operate as a payment of the premium, but merely postpones the time for payment.

Forfeiture for Nonpayment — Waiver of Forfeiture

Where a policy provided that upon failure to pay a premium note when due, the policy should become void without action by the company, the company, by accepting a payment of interest after a premium note was due, and also a payment of one-half of the principal of the note, waived the provision for forfeiture.

“Waiver”

“Waiver” occurs when one having a right conferred by law or contract, with full

knowledge of the material facts, does, or forbears to do, something inconsistent with the existence of the right, or of his intention to rely on it.

Forfeiture for Nonpayment—Waiver

A forfeiture clause in an insurance policy for nonpayment of premiums may be waived by the insurer.

Forfeitures—Policy of Law

The law does not favor forfeitures, and courts readily seize upon the opportunity to bring about a waiver of a forfeiture provision in an insurance policy by placing a liberal construction upon the acts of the insurer, if such construction is demanded by justice, and not repugnant to law.

The plaintiff is the beneficiary under a policy of life insurance issued by the defendant on the life of her husband, Chris Jacobson, who died on April 11, 1912. By the terms of the policy the deceased was required to pay a premium in the sum of \$155.50 in advance for one year's insurance, from the 2d day of November, 1909, and the further payment of a like amount on or before the 2d day of November of each year until 20 annual premiums had been paid. The policy further provided that upon failure to pay a premium on or before the date when due, or upon the failure to pay any premium note when due, the policy should become null and void, without any action or notice by the company. The policy also recites that 30 days' grace will be allowed for the payment of a renewal premium, on which interest will be charged at the rate of five percent per annum, for the time during which the premium remains due and unpaid. The first and second annual premiums were duly paid by the deceased.

A promissory note was made and delivered by the deceased to the defendant company in words and figures as follows: “\$155.50. Phoenix, Ariz., October 31, 1911. On the second day of February, 1912, without grace I promise to pay to the order of the Occidental Life Insurance Company, of Albuquerque, N. M., at its office in Albuquerque, N. M., the sum of one hundred fifty-five and 50-100 dollars with interest at the rate of eight percent per annum from December

2d, 1911. This note is given for the annual premium due November 2d, 1911, on policy No. 1708, issued by the Occidental Life Insurance Company on the life of Chris Jacobson. (Signed) Chris Jacobson. Address R. F. D. No. 1, Tempe, Arizona."

After said note became due and payable, and on the 6th day of February, 1912, the deceased paid to the insurance company the sum of \$79.80 on account of the interest and principal. This sum was credited on the note by the company as follows: "Credited 2.05 interest to Feb. 2, 1912. Paid \$77.75 on principal." No other amount whatever had been paid on account of the note when the insured died on April 11, 1912.

But, says the defendant, there is nothing inconsistent with accepting payment on the note with insisting on the right of forfeiture; that it could well have been the intention of the parties at the time such payment was made that the insured should renew the policy under the 30-day option clause. But the answer to this is that the facts disclose that the payment was not accepted under the renewal clause, or for any purpose other than a payment on account of the premium note. The payment was so accepted and credited by the company, and no act or word of the insurer indicated anything else.

We think the conduct of the defendant clearly indicated an intention upon its part not to insist upon the forfeiture provision in the policy, and that the insured at the time he made the payment on the note was led to believe that the company did waive the same, so it is estopped from claiming a forfeiture now.

Not Agent of Insured.—A local agent of an insurance company, who receives a policy to transmit it to the insured and collect the premium, is not an agent of the insured. 162 S. W. 779.

Where an insured died before the delivery of the policy, held, that his beneficiary could not recover.—Id.

Insurable Interest.—Corporation held to have insurable interest in the life of its president, general manager, and principal incorporator, and hence policy procured

with the honest purpose of protecting it against loss was not obnoxious to public policy.—80 S. E. 565.

Cash Value.—A letter from the insurer's agent, stating the present cash value of the policy at a certain sum, and that the matter will be given attention, held not to constitute a promise to pay any sum of money upon the surrender of the policy.—80 S. E. 694.

A letter agreeing that the insurer will pay a certain sum on surrender of the policy is not a valid contract, when written after lapse of the policy and without consideration.—Id.

Where policy contains no provision for a cash surrender value, a letter from the insurer's agent, agreeing that the insurer will pay a certain sum on surrender of the policy, must, to be valid, be based on a consideration.

Idaho Accident Insurance Decision

Where the insurer, with full knowledge of the accident, demanded additional proofs, it waived its right to object that notice of accident had not been given it, as required by the policy.

Under Rev. Codes, § 3321, invalidating a stipulation limiting the time in which a party to a contract may sue thereon, a provision of an accident policy that a suit shall not be commenced within three months, nor more than six months, from proof of accident, is invalid. — *Douville v. Pacific Coast Casualty Co.*, 138 P. 506.

Notice of Accident.—Failure to give notice of injury within ten days was not waived by insurer's denial of liability on another ground without referring to the failure to give such notice.—162 S. W. 772.

Liability.—The purpose of the federal Employers' Liability Act is not to abridge, but to enlarge, the liability of interstate carriers, and a servant engaged in interstate commerce, who is injured, may recover under the common law, where the facts and circumstances would entitle him to maintain an action thereunder regardless of the statute.—*Grow v. Oregon Short Line R. Co.*, 138 P. 398.

LIFE, CASUALTY, ETC.

Industrial Accidents

At the recent meeting of the Detroit Conference, Frederick L. Hoffman, the Prudential's statistician, made an address, in which he said that the probable number of fatal industrial accidents in the United States averages about 25,000 yearly. Male fatalities are about 0.73 per 1,000, and female, 0.68.

Non-fatal serious injuries are about 300,000 a year.

In the Prudential's industrial experience, the three chief causes of fatal accidents have been railway injuries, drownings and falls. The fatality rate is highest among metal miners.

The accident rate increases with age.

New Automobile Liability

The owner of an automobile, in San Francisco, has discovered that he may be liable for damages for injuries to a pedestrian, although neither his car nor any other man's car ran into nor over, nor even grazed the "injured" person. This San Franciscan, last week, received a letter from an attorney, demanding a sum of money to cover the money damages resulting from the fear and nervous shock and consequent illness suffered by his client, due to an alleged narrow escape from being run down and maimed or killed by the big automobile owned by the aforesaid San Franciscan.

The claim for the damages is now being considered by the attorney for the possible defendant. Such a claim is certainly new in automobile liability records, and if it is established in court, it will be a precedent for many similar claims and not a little litigation. Owners and insurers of automobiles should take into their consideration the possibilities of such new and undreamed of liability for actual and exemplary damages.

"Sitka may yet boast a branch of the home office." This is the head line in the Metropolitan Life's Intelligencer.

Should Deal Fairly With All and As Liberally with Old as with New Policyholders

Life companies hold relations of trust with all their policyholders, and should treat all alike liberally. Benefits should not be given to new policyholders and withheld from old policyholders. Though not "so nominated in the bond," the older or policyholders, in age of policies, should, automatically, be granted every right belonging to the holders of similar contracts issued later—the rights of travel, occupation, extension and surrender values, loans and interest rate.

Just and liberal companies treat all policyholders alike in these respects.

Lower Automobile Rates in Great Britain

A number of English offices have agreed to issue, in England, a standard automobile policy. It is to give benefits "far beyond what have generally been granted hitherto." A minimum scale of basis rates has been agreed upon, but these rates are to be increased according to the special risks attaching. Some offices are declining to be a party to this agreement, they holding that the rates are too low to yield a profit because of the heavy cost of third-party liability. These low rates are the result of very keen competition, and may "kill off" some of the disturbers.

The Metropolitan Life has recently lent \$86,000 to be used in the construction of 50 homes in Akron, O.

Burglary.—In the East the new policy provides that if mechanics are employed in making repairs, the effects of guests are no longer covered. Rates on residence policies without a coinsurance clause have been increased.

Death claims paid by the principal American life companies amount to less than one-third of their disbursements.

Can't Get Life Insurance

If a law were passed prohibiting life insurance after a certain date, people would crowd the life companies' agencies and sign applications, and get protection while there was yet time.

There is no such law, and it is hardly possible that any government can ever become so fanatical as to enact it. But there is a physical law which prohibits life insurance for many men after a near date and for nearly all men after a far date.

After those dates these men can not procure insurance. This is a fact, and not less a fact because these men are not known today. They become uninsurable after awhile. This uncertainty is the greater reason why they should accept the protection of insurance now and delay not for another day.

But with this "prohibition" of life insurance in the near future, we do not observe any crowding of life insurance offices.

Growth of the Policy Loan Problem

Statistical Evidence Submitted by Robert Lynn Cox, General Counsel and Manager, Association of Life Insurance Presidents

The statistics as to life insurance policy loans herewith given present the problem from two different angles. The general annual growth of this practice on the part of policyholders, with its large leaps of recent years, is indicated by complications made from the reports of the New York insurance department and the Insurance Year Book. Its geographical development and distribution are shown in tables compiled from original statistics furnished to the Association of Life Insurance Presidents on two different occasions by the life insurance companies of the country in connection with the association's analysis and study of the various investments held by such companies.

Geographical Distribution of Policy Loans

The figures dealing with the geographical distribution of policy loans were taken, first, from the business outstanding at the end of 1907 of fourteen companies, having about two-thirds of the total admitted assets held

by all life insurance companies in the country in that year. Similar figures were collected dealing with the business as it stood at the end of 1911, but embracing thirty-nine companies, having 93 percent of the total admitted assets. Fortunately, there were included in the 1911 statistics of the thirty-nine companies the figures from the same 14 companies which contributed toward the 1907 compilation. Therefore, it is possible to present comparative figures showing the increase in policy loans in each state from 1907 to 1911 on the business of these fourteen companies holding two-thirds of the total assets. This gives an opportunity to judge of the spread of the policy loan practice in different sections of the country over a four-year period. In addition, the distribution is shown of policy loans by states at the end of 1911 of the thirty-nine companies which held 93 percent of the life insurance assets of the country. Grouping the states as was done in the association's compilations on the subject of the investments of life insurance companies to which reference has been made, these figures show that certain well-defined sections of the country are relatively much larger borrowers on life insurance policies than other regions.

Automobile.—In England on automobile free-lance writes individual risks according to merits, gives better rates to the out-of-town owner, covers the risk of personal accident to both the insured and his wife, allows all incurred medical expenses for injuries, and allows cars to be used anywhere in Europe.

Among the death claims recently paid by the Mutual Life Ins. Co. of New York were these: Burnaby, B. C., \$5,000; San Francisco, J. R. Vogel, \$7,295; Long Beach, Cal., W. H. H. Ward, \$6,214; Eugene, Or., Otis R. Allen, \$44,604; Seattle, F. H. Ketcham, \$5,565; Adam Ochsenhirt, \$5,760; Grand Rapids, Mich., \$47,650. In the three weeks ending January 17 the Mutual Life paid 386 death claims, a total of \$1,346,195.

STATISTICS

Workmen's Compensation Business in California in 1913

Company	Prem. Rec'd	Losses Paid
Aetna Life	\$ 7,951	\$ 3,035
Casualty Co. of A.	165	268
Employers Liab. of London	9,354	745
Fidelity & Deposit	5,542	3,418
Frankfort General	1,170	None
General Accident	1,303	417
Globe Indemnity	3,864	740
London G. & A.	11,981	2,911
Maryland Casualty	6,034	1,031
Massachusetts Bonding	799	.. .
New England Casualty	1,831	114
Ocean Acci. & G.	707	17
Pacific Coast Cas. of S. F.	2,582	49
Pacific Surety of S. F.	6,705	2,457
Prudential Casualty	301	None
Royal Indemnity	9,882	1,180
Southwestern Surety	33,686	18,429
Standard Acci.	1,752	121
United States Casualty	52	None
United States Fidelity & G.	Included in	Liability
Travelers of Hartford	359	None
Totals	\$ 106,020	\$ 34,935

Sprinkler Business in California in 1913

Company	Prem. Rec'd	Losses Paid
Aetna A. & L.	\$ 1,005	6
Home of N. Y.	71	232
Maryland	3,981	2,897
U. S. C.	1,164	41
Totals	\$ 6,221	\$ 3,176

Fourteen other (fire) companies are licensed to transact sprinkler business in California but reported no business transacted.

Medical Defense Business in California in 1913

Company	Prem. Rec'd	Losses Paid
Maryland	\$ 3,031	\$ 1,555
Medical Protective	10,960	None
Pacific Surety of S. F.	467	None
Totals	\$ 14,458	\$ 1,555

Ten Fire Premium Leaders in U. S.

	Premiums	Losses Incurred
Aetna	\$ 9,948,471	\$ 5,531,250
Continental	8,095,893	4,320,570
Fireman's Fund	7,462,947	4,086,935
German American	9,069,134	4,881,752
Hartford	16,454,395	8,791,311
Home	14,603,434	7,669,929
Ins. Co. N. A.	9,424,653	5,400,138
Liverpool & Lon. & G.	8,908,995	4,641,618
National	8,454,041	4,381,437
Royal	8,235,946	4,232,888

Seven Fire Companies with from 5 to 6-Odd Millions of Premiums

	Prem. Rec'd	Losses Paid
Fidelity-Phenix	\$ 6,289,889	\$ 3,186,004
Munich Reinsurance	5,698,478	3,551,910
North British & M.	5,210,878	2,757,422
Phoenix, Hartford	5,799,628	2,655,210
Rossia (Rein.)	6,720,641	4,285,524
St. Paul F. & M.	6,109,855	3,302,414
Springfield F. & M.	5,743,118	3,006,642

Passed to Another Million Post in 1913

	Prem. Rec'd	Losses Paid
American of N. J.	\$ 4,210,348	\$ 2,095,356
Globe & Rutgers	4,452,098	2,571,007
Milwaukee Mechanics	2,003,152	994,390

Also—Fireman's Fund, German-American, Hartford Fire, National, St. Paul, North British, Rossia. See figures above. The Fireman's Fund passed two million-posts, from 5 to past 7.

Title Business in California in 1913

Company	Prem. Rec'd	Losses Paid
California Pacific	\$ 106,383	\$ 129
City Abstract	13,920	233
Los Angeles	121,067	None
Oakland	2,109	None
Standard	31,443	None
Title G. & T.	251,433	None
Title I. & G.	49,461	788
Title I. & T.	506,858	16,662
Totals	\$ 1,082,674	\$ 17,812

Credit Business in California in 1913

Company	Prem. Rec'd	Losses Paid
American	\$ 32,807	\$ 6,169

Liability Business in California in 1913

Company	Premis. Rec'd	Losses Paid
Aetna A. & L.	\$ 39	\$ None
Aetna Life	239,418	97,721
Casualty Company of A. . .	26,219	10,655
Commonwealth Bond. & C. .	10,191	1,896
Employers Liab. of London .	179,731	101,141
Fidelity & Casualty of N. Y. .	159,818	56,896
Fidelity & Deposit	99,547	52,663
Frankfort Gen'l of Germ. . .	54,530	47,867
General Acci.	51,043	22,530
Globe Indemnity	63,691	19,035
Guardian Cas. and Guar. . .	31,051	8,617
London G. & Acci.	187,577	74,730
Lon. & Lancashire G. & A. .	25,067	1,351
Maryland Casualty	118,321	96,383
Massachusetts Bonding . . .	58,720	. . .
New Amsterdam Casualty . .	66,411	50,413
New England Casualty . . .	21,014	2,302
Ocean Acci. & Guar.	10,748	6,347
Pacific Coast Cas. of S. F. .	231,459	117,420
Pacific Surety of S. F. . . .	135,027	72,397
Prudential Casualty	11,033	6,098
Royal Indemnity	218,538	75,054
Southwestern Surety	171,866	93,228
Standard Acci. of Detroit . .	2,446	None
United States Casualty . . .	16,447	13,225
United States Fidelity & G. .	122,287	48,994
Western Indemnity	3,384	782
Travelers of Hartford	1,844	236
Totals	\$2,317,470	\$1,007,988

Plate Glass Business in California in 1913

Company	Premis. Rec'd	Losses Paid
Aetna A. & L.	\$ 8,955	\$ 2,706
Casualty Co. of A.	1,680	98
Commonwealth Bond. & C. . .	291	1
Employers Liab. of London . .	3,878	1,240
Fidelity & Casualty	24,312	6,915
Fidelity & Deposit	17,178	5,019
Globe Indemnity	4,423	890
Great Eastern C.	1,846	747
Guardian C. & S.	46	None
Lloyds Plate Glass	12,313	2,961
Lon. & Lancashire G. & A. . .	4,356	1,576
Maryland C.	13,902	3,695
Massachusetts Bonding	5,271	. . .
Metropolitan C.	13,172	2,701

New Amsterdam Casu.	6,058	2,221
New England C.	916	64
New Jersey Fidelity & P. G. .	7,209	2,528
New York Plate Glass	17,771	5,842
Pacific Coast Cas. of S. F. . .	3,828	1,157
Pacific Surety of S. F. . . .	20,522	6,846
Prudential C.	2,463	477
Royal Indemnity	7,050	1,993
Southwestern Surety	2,578	815
United States C.	473	51
United States F. & G.	7,066	2,182
Western Indemnity	1,279	362
Total	\$ 188,837	\$ 53,090

Burglary and Theft Business in California in 1913

Company	Premis. Rec'd	Losses Paid
Aetna A. & L.	\$ 8,321	\$ 3,051
American Bonding	1,646	60
Casualty C. of A.	1,263	None
Commonwealth Bonding . . .	41	None
Employers Liab. of Lon. . . .	4,679	708
Fidelity & Casu. of N. Y. . .	18,219	3,428
Fidelity & Deposit	12,129	2,630
Frankfort Gen. of Germ. . . .	1,006	319
General A.	2,458	2,013
Globe Indemnity	5,151	543
Great Eastern	1,068	50
London G. & A.	5,476	2,667
Maryland	11,615	3,973
Massachusetts Bonding	3,785	. . .
National Surety	11,695	3,616
New Amsterdam Casualty . . .	1,318	3,813
New England Casualty	1,303	114
New Jersey F. & P. G.	2,582	586
Ocean Acci. & G.	1,705	. . .
Pacific Coast Casu. of S. F. .	2,694	*—3,770
Pacific Surety of S. F. . . .	175	375
Preferred Acci. of N. Y. . . .	660	None
Prudential C.	1,622	582
Royal Indemnity	9,877	3,177
Southwestern Surety	1,234	1,000
United States Casualty	576	None
U. S. F. & G.	16,546	10,416
Western Indemnity	368	None
Totals	\$ 129,217	\$ 39,352
*— Excess recovered over losses.		

The American fire loss ratio in 1913 is known to have been at least 53 percent.

Teams and Vehicle Business in California in 1913

Company	Prem. Rec'd	Losses Paid
Casualty C. of A. . . .	\$ 1,647	\$ 351
Fidelity & Casualty of N. Y.	4,986	1,198
Globe Indemnity	8,383	1,198
London G. & A.	15,737	6,741
Massachusetts Bonding .	1,431	. . .
Pac. Coast Casu. of S. F.	2,295	766
Pacific Surety of S. F. .	12,216	7,533
Western Indemnity . . .	197	None
Totals	\$ 46,892	\$ 17,787

Automobile Business in California in 1913

Company	Prem. Rec'd	Losses Paid
Aetna A. & L.	\$ 19,370	\$ 6,308
Aetna of Hartford . . .	58,589	22,186
American Automobile . .	36,715	11,967
Alliance of Philadelphia .	2,003	929
American of Newark . .	5,579	1,286
Boston	29,094	22,280
Columbia	2,433	3,559
Commercial Union of Lon.	24,291	14,051
Continental of N. Y. . .	15,416	5,189
Federal	28,721	13,456
Fidelity & Casualty of N. Y.	20,284	14,141
Fidelity-Phenix of N. Y.	15,416	5,192
Fireman's Fund of S. F.	298,907	95,172
Frankfort Gen. of Germ.	2,283	1,009
Home of New York . . .	41,793	19,612
Ins. Co. of North America	18,027	8,358
Ins. Co. of State of Penn.	17,780	7,565
Liverpool & Lon. & Globe	23,720	3,445
London & Lancashire . .	11,770	3,875
Manheim	4,660	985
Marine	8,312	9,057
Maryland	11,496	4,330
Maryland Motor Car . .	2,299	2
Niagara Fire	12,470	. . .
New England C.	632	14
Old Colony	4,787	6,464
Orient	6,682	9,264
Palatine of London . . .	10,366	. . .
Pac. Coast Cas. of S. F. .	3,584	1,556
Phoenix of Hartford . . .	4,840	119
Phoenix of London . . .	31,791	19,360
Providence-Washington .	7,316	1,828

Queen of New York . . .	14,238	5,219
Royal of Liverpool . . .	60,530	26,496
Sea	15,134	6,462
St. Paul F. & M.	88,780	34,143
Stuyvesant	373	125
Union Mar. of Liverpool	8,582	2,736
U. S. F. & G.	27,640	. . .
Western Indemnity . . .	12,800	726
Totals	\$ 1,009,507	\$ 388,467

Team and Automobile Property Damage Business in California in 1913

Company	Prem. Rec'd	Losses Paid
Fidelity & Casual. of N. Y.	\$ 4,367	\$ 1,218
Fidelity & Deposit . . .	7,068	3,405
Frankfort Gen. of Germ.	626	258
Lon. & Lancashire G. & A.	628	24
New Amsterdam Casualty	184	109
Prudential	2,986	879
Royal Indemnity	12,647	4,604
Standard Accident . . .	138	None
Southwestern Surety . .	5,178	2,234
U. S. F. & G.	10,276	4,314
United States C.	424	794
Western Indemnity . . .	832	221
General Accident	2,990	1,422
Employers Liab. of Lon.	12,853	4,234
Totals	\$ 61,198	\$ 23,719

Workmen's Collective Business in California in 1913

Company	Prem. Rec'd	Losses Paid
Aetna Life	\$ 198	\$ 40
Fidelity & Deposit . . .	801	3,200
Frankfort General . . .	18,444	12,970
Employers Liab. of Lon.	2,185	1,116
Globe Indemnity	1,627	550
Guardian C. & G.	None	19
London G. & A.	55	None
New Amsterdam Casu.	None	239
Pac. Coast Casu. of S. F.	9,246	14,862
Royal Indemnity	301	20
Southwestern Surety . .	116	2
Totals	\$ 32,973	\$ 33,019

Accident and Health Business in California in 1913

Company	Prem's. Rec'd	Losses Paid
Aetna Life	\$ 122,420	\$ 45,174
American Casualty . . .	24,651	10,542
*California Acci. Asso. .	20,774	9,704
Casualty Co. of America	321	73
Colum. Nat'l Life of Bos.	7,930	2,596
Commercial Bond. & Casu.	597	12
Continental Casualty . .	138,065	70,076
Employers Liab. of Lon.	31,749	15,739
Federal Casualty	12,104	3,348
Fidelity & Casualty of N. Y.	95,948	100,419
Fidelity & Deposit . . .	30,070	10,231
Frankfort General of Germ.	21,810	10,175
General Accident	5,206	918
Globe Indemnity	9,639	624
Great Eastern Casu. Co. .	15,814	8,048
*Great Western Acci. Asso.	189	35
Guardian Casu. & Guar. .	5,863	730
International Indemnity .	None	None
Inter-Ocean Life & Casu.	5,520	1,790
London Guarantee & A.	8,374	3,721
Lon. & Lancashire G. & A.	9,046	1,807
Loyal Protective	7,708	5,631
Maryland Casualty . . .	24,403	7,876
Masonic Protective Asso.	8,734	4,006
†Massachusetts Bonding.	26,764	. . .
*Masonic Mutual Acci. .	2,993	1,872
Metropolitan Casualty .	6,580	2,718
Midland Casualty	7,895	2,072
National Casualty	31,829	9,577
New Amsterdam Casu. .	14,310	6,294
New England Casualty .	3,183	193
N J. Fidelity & P. G. .	552	201
North American Acci. .	67,348	25,381
Occidental Life of L. A.	143,960	82,758
Ocean Accident & Guar.	371	2
Pac. Coast Casu. of S. F.	39,154	11,729
Pac. Mutual Life of L. A.	390,493	167,925
Pac. Surety of S. F. . .	63,702	24,735
Philadelphia Life	545	70
Preferred Acci. of N. Y.	66,902	43,762
Prudential Casualty . .	3,215	1,322
Reliance Life	4,154	610
Ridgely Protective	17,770	7,115
Royal Indemnity	14,849	16,036
Southwestern Surety . .	7,692	3,817
Standard Acci. of Detroit	76,318	44,921
*Sunset Assur. Asso. . .	16,170	9,320
Travelers of Hartford . .	313,863	105,204

† Has not reported its losses.

U. S. Casualty	6,854	1,853
U. S. Fidelity and G. . .	7,053	9,807
U. S. Health & Acci. . .	16,646	4,598
Western Indemnity . . .	310	87
*Western L. & A. Co. . .	8,001	1,680

Totals \$ 1,966,417 \$ 898,941
 * Assessment Company.

Fidelity and Surety Business Transacted in California in 1913

Company	Prem's. Rec'd	Losses Paid
Ætna	\$ 26,456	\$ 1,347
American Bonding . . .	24,322	8,139
American Surety of N. Y.	76,847	23,075
Casualty Co. of America .	119	. . .
Chicago Bonding & Surety	2,580	. . .
Commonwealth Bond. & C.	16,225	1,608
Equitable Surety	8,219	. . .
Employers Liab. of London	2 315	. . .
Fidelity & Casualty of N. Y.	3,861	*—476
Fidelity & Deposit . . .	117,992	22,284
Globe Indemnity	41,236	641
Guardian Casualty & G. .	14,025	1,008
Illinois Surety	9,979	2,514
International Indemnity .	2,602	. . .
Lon. & Lancashire G. & A.	344	. . .
Maryland Casualty . . .	30,600	15,737
Massachusetts Bonding .	33,890	. . .
National Surety	142,809	109,904
New England Casualty Co.	14,421	86
Pac. Coast Casualty of S. F.	58,149	8,513
Royal Indemnity	9,260	*—86
Southwestern Surety . .	17,111	62,101
U. S. Fidelity & G. . . .	232 850	158,559
Pac. Surety of S. F. . . .	6,417	*—1,916
Totals	\$ 892,629	\$ 413,041

*—Excess of recovery over losses paid.

Boiler and Machinery Business in California in 1913


Company	Prem's. Rec'd	Losses Paid
Employers Liab. of London	\$ 532	\$ None
Fidelity & Cas. of N. Y. .	8,839	1,620
Hartford S. B. Inspection	42,556	541
London G. & A.	961	None
Maryland Casualty . . .	7,114	559
Royal Indemnity	263	None
United States C.	193	287
Total	\$ 60,458	\$ 3,008

FIVE YEARS SAN FRANCISCO FIRE PREMIUMS

American.	Surplus as to Policyholders	1913	1912	1911	1910	1909
California	\$ 695,338	\$61,985	\$ 88,910	\$109,643	\$123,904	\$110,154
Capital	301,069	3,205	. . . .	. . . .	. . . .	. . . .
Fireman's Fund	3,751,215	88,132	98,564	128,106	130,987	102,128
Vulcan Fire	894,938	4,507	4,801	. . . .	. . . .	. . . .
Ætna	\$13,238,392	\$149,099	\$194,127	\$229,507	\$238,699	\$228,922
Agricultural	2,050,636	24,560	35,466	41,870	47,775	51,289
Alliance	1,392,591	13,110	17,761	23,603	23,750	24,242
American	4,135,103	20,650	33,044	37,593	46,002	43,982
American Central	2,410,860	26,888	34,040	36,447	44,082	42,153
Arizona	323,098	1,653	485	. . . .	. . . .	. . . .
Boston	4,050,390	5,717	. . . .	. . . .	. . . .	. . . .
British & Federal, F. U.	911,130	896	. . . .	. . . .	. . . .	. . . .
Camden	1,438,793	2,859	6,734	8,856	10,083	. . . .
Citizens	366,109	564	652	825	657	1,031
Citizen's Fire	620,082	2,515	. . . .	. . . .	. . . .	. . . .
City of N. Y.	804,665	14,710	13,798	10,754	. . . .	. . . .
Colonial Fire Underwrs	5,897,205	16,919	26,990	33,462	31,218	31,700
Com'l Union Fire	550,671	2,767	3,954	4,787	5,822	6,826
Commercial Fire	704,179	2,721	. . . .	. . . .	. . . .	. . . .
Concordia Fire	1,099,223	39,606	44,409	37,456	34,130	14,609
Connecticut Fire	3,267,594	43,663	56,457	67,959	65,753	73,843
Continental Fire	16,489,991	77,070	78,058	76,730	72,942	64,093
Delaware Underw. . . .	1,715,916	5,924	812	. . . .	. . . .	. . . .
Detroit F. & M.	1,549,445	2,951	289	. . . .	. . . .	. . . .
Dubuque F. & M.	594,146	21,696	25,742	34,149	39,250	26,408
Eastern Underw.	1,438,793	7,132	9,340	7,731	. . . .	. . . .
Equitable F. & M.	658,956	567	2,095	3,286	4,386	6,150
Fidelity Phenix	7,099,670	42,368	42,472	36,758	26,623	. . . .
Fire Association	3,308,865	48,118	58,911	66,490	55,835	54,709
Firemen's	3,723,239	26,294	29,792	35,498	42,168	43,474
First National	952,467	5,191	. . . .	. . . .	. . . .	. . . .
Franklin Fire	1,141,833	17,995	22,339	29,380	31,994	22,786
German, Illinois	396,414	5,242	7,638	10,814	14,864	19,842
German, Pittsburg	442,381	21,753	22,232	24,060	22,648	9,997
German-American	11 576,398	47,342	54,209	76,494	77,939	72,296
German-American, Pa.	469,204	2,276	. . . .	. . . .	. . . .	. . . .
Germania	3,613,815	12,013	11,299	. . . .	. . . .	. . . .
Girard F. & M.	929,334	17,117	12,887	15,882	10,148	9,951
Glens Falls	2,986,706	14,260	15,362	22,270	18,860	23,198
Globe Underw.	3,499,725	1,115	4,515	1,849	. . . .	. . . .
Globe & Rutgers	3,499,725	27,202	39,638	54,214	65,240	75,461
Greenwich	254,786	2,276	2,916	. . . .	. . . .	. . . .
Hamilton Fire	230,385	938	1,451	878	896	. . . .
Hanover Fire	1,911,592	10,958	9,798	11,115	13,465	9,984
Hartford Fire	10,048,522	120,646	126,625	133,392	137,212	112,973
Home, N. Y.	19,151,755	225,829	273,370	326,608	396,678	408,974
Home of Utah	948,143	7,643	5,163	4,858	5,559	. . . .
Humboldt	565,016	25,741	3,996	. . . .	. . . .	. . . .
Ins. Co. North America .	8,844,872	62,084	74,478	97,788	110,293	107,286
Ins. Co. State of Pa. . . .	1,203,492	15,305	12,197	. . . .	. . . .	. . . .
International	237,319	2,842	5,905	7,969	9,574	. . . .
Lumber	562,472	5,461	. . . .	. . . .	. . . .	. . . .
Mechanics & Traders . .	773,267	7,495	12,026	17,123	19,209	22,638
Mercantile F. & M. Und.	2,410,860	1,249	811	. . . .	. . . .	. . . .
Merchants	307,687	4,773	4,146	4,885	1,877	. . . .
Merchants Assur.	562,920	14,187	18,455	21,316	11,442	. . . .
Michigan F. & M.	752,619	11,804	12,612	14,626	17,701	18,602
Michigan Com'l	556,094	14,165	11,181	14,344	20,708	27,541
Minnesota Underw. . . .	2,713,211	1,111	704	. . . .	. . . .	. . . .
National Ben Franklin.	1,531,052	54,043	36,677	7,877	. . . .	. . . .
National Fire	5,897,205	56,003	80,715	104,296	130,799	126,760

Five Years San Francisco Fire Premiums—Concluded

Surplus as to						
Other-American	Policyholders	1913	1912	1911	1910	1909
National Lumber	\$ 252,015	\$ 3,587	\$ 4,647	\$ 151,818	\$ 133,160	\$ 58,596
National Union	1,545,227	119,745	126,169			
Newark Fire	1,228,825	6,421	4,312			
New Brunswick	349,619	21,136	28,899	32,595	28,287	31,984
New Hampshire	3,450,761	27,904	5,642			
New Haven Underw	1,896,217	10,864	4,776	1,440		
New Jersey	1,350,595	18,017	21,018	425		
New York Underwriters	10,048,522	20,908	24,122	13,253	15,875	15,943
Niagara Fire	3,664,392	39,843	30,541	35,082	40,091	46,606
Niagara-Detroit Underw	5,980,222	8,400	6,934	3,791		
Northern of N. Y.	605,921	3,616	2,438	1,006		
Northwestern F. & M.	629,002	1,342				
Northwestern Mutual		7,573	23,747			
Northwestern Nat.	2,634,164	20,987	12,033	7,964		
North River	901,750	25,840	30,292	37,774	43,760	41,024
Occidental	580,803	878	562			
Old Colony	854,671	1,037				
Orient	1,817,282	17,189	24,381	29,100	34,028	31,752
Pacific	591,160	4,114	5,207			
Pelican Assurance	445,561	6,669	9,510	10,241	10,003	8,086
Pennsylvania Fire	3,082,697	18,854	23,327	25,341	26,891	23,184
People's National	1,242,972	4,682	6,108	14,470	22,860	
Phoenix, Hartford	6,155,091	55,075	83,224	99,022	114,555	108,777
Protector Underwriters	6,155,091	1,087				
Prov.-Washington	2,049,059	20,638	21,518	22,651	23,809	23,662
Queen of America	4,961,146	52,803	65,436	89,897	97,963	91,465
Reliance	580,831	9,113	9,027	11,612	15,100	
Republic Underwrs	721,130	14,542	24,839	24,264		
Rhode Island	777,234	5,504	1,710			
Rio Grande	326,367	3,879				
Rochester-German Undw	11,576,398	10,867	15,886	11,514		
Security	1,896,217	17,305	13,008	20,979	11,574	13,531
Springfield F. & M.	5,266,053	71,719	95,979	116,342	121,977	129,679
Standard Fire	816,614	5,462	4,860	1,246		
St. Paul F. & M.	3,714,000	27,142	34,059	35,217	40,935	39,978
Sterling	1,310,131	3,435				
Stuyvesant	669,701	6,780	6,407			
United Firemen's	587,486	13,511	14,536	15,056		
United States Fire	960,472	15,838	10,800			
Westchester Fire	1,715,916	17,920	25,555	41,446	43,933	49,599
Williamsburg City	1,266,394	10,535				
Total American		\$2,359,927	\$2,694,107	\$3,033,793	\$3,217,075	\$3,017,716
U. S. Branch						
Foreign	Surplus	1913	1912	1911	1910	1909
Aachen & Munich	\$1,238,813	\$ 361	603	\$ 819	\$ 1,296	\$ 2,517
Atlas Assurance	1,019,352	34,899	46,660	47,089	55,197	54,280
British America	701,544	1,689				
Caledonian	619,014	16,105	14,826	12,206	18,937	14,990
Century	489,759	6,409	3,031			
Commercial Union	2,910,607	31,359	41,522	47,236	44,150	48,380
Law Union & Rock	369,083	14,103	14,271	12,676	13,546	12,516
Liv. & Lon. & Globe	4,015,973	239,518	295,919	345,949	402,608	385,595
London Assur	1,201,364	75,447	97,314	92,385	91,214	112,145
Lon. & Lancashire	1,614,438	50,798	61,295	69,507	71,805	77,103
New Zealand	363,452	109,470	117,801	145,600	163,416	164,669
Netherland	512,867	8,515				
North British & Mere.	3,809,916	71,365	100,086	105,012	97,490	108,074
Northern Assur.	2,083,480	76,134	119,322	153,550	171,527	164,909
Norwich Union	941,130	18,211				
Phoenix Assur.	1,457,258	66,262	78,266	92,843	80,130	70,522
Palatine	1,250,571	16,089	18,966	24,322	28,023	27,598
Prussian National	641,041	15,316	17,525	23,603	2,620	
Royal	2,819,736	124,957	205,478	240,241	252,155	271,634
Scottish Union	3,267,466	38,104	46,677	55,227	64,256	54,251
State Assurance	338,251	2,305	2,676	1,140	1,824	2,452
Sun, London	1,243,000	47,760	61,535	61,462	58,423	57,086
Svea Fire	616,605	13,797	12,521	13,256	13,334	11,194
Union Assurance	982,232	41,636	64,505	79,012	72,754	79,081
Western Assur.	1,018,319	25,203	30,886	43,977	57,873	72,594
Yorkshire	522,977	20,907	12,555			
Total Foreign		\$1,166,719	\$1,465,713	\$1,651,471	\$1,762,578	\$1,791,074
Grand Totals		\$3,526,646	\$4,159,820	\$4,688,040	\$4,979,653	\$4,808,790

 Totals include figures of retired Companies. No other Journal prints this compilation.

Underwriters' surplus is the same as the parent company, and the premiums of the two should be added.

Retired Companies' figures are: Dixie, \$5,973; Franklin, \$518; Jersey F. U., \$18,240; Los Angeles, \$765; Tentonia, \$3,974; Southern States, \$1,994; Vulcan, \$785.

Percent of decline in city premiums—1913, 15.2; 1912, 11.2. Rates were reduced in 1913, because of the high pressure auxiliary system; and a large sum was returned to policyholders.

There are 26 foreign companies, only 2 of which are non-board. The Liverpool & London & Globe has led in city premiums for the past four years.

Fire Companies

The Vulcan had 182 percent loss ratio and 79 percent expense ratio; but much of this Vulcanic blackness was due to its reinsurance of all the business left. Able to show \$54,404 net surplus. This New York company has never paid a dividend.

The new Twin City Fire begins with 32 percent losses. Assuming half the premiums unearned, the new company lost money on its underwriting account in its first year.

The Western of Pittsburg had about 105 percent loss and expense ratio in 1913. For the past two years the outgo has been over the income. The net surplus has fallen every year since 1907. But the company never fails to pay 8 percent dividends.

The Aachen & Munich is steadily increasing its American premiums and making money on the underwriting account, under the United States management of Joseph A. Kelsey. The surplus is \$1,174,853, and the reinsurance reserve exceeds the premiums.

The Standard Fire apparently made only 1 percent underwriting profit on its earned premiums last year, but with a decreased net surplus paid 8 percent dividends.

The People's National reports \$877,748 income and \$877,748 outgo. No dividends have been paid since 1911. Losses and expenses were 105.7 percent of the premiums. Premiums declined \$74,860 but reinsurance reserve is only \$561 less than a year ago. This company has been losing money for three years.

The Boston nearly made a shivery underwriting loss in 1913.

The Columbian National collected \$74,636 premiums last year, had \$91,800 income, and paid \$102,352 for expenses. Its capital is \$902,650, its assets are \$1,228,321, and its net surplus is \$268,070. It makes a specialty

of Catholic business and its stockholders are members of that church. The new company will doubtless secure and control a large amount of desirable business.

The Arizona Fire took in \$103,150 premiums and incurred \$55,855 losses last year. Assets are \$403,636 and net surplus \$132,644. The directors wisely postpone dividends.

The Camden increased its assets and premiums in 1913 and is now a three-millionaire.

The Central Union seems bound to get off the map. Its underwriting loss in 1913 was about 20 percent of the premiums.

The Atlanta Home had 61 percent losses and 62 percent expenses in 1913. This company feels Hurt.

The Birmingham of Pittsburg had 58 percent losses and 52 percent expenses in 1913. The underwriting loss was about 12 percent.

The Commercial Union Fire of New York increased assets, reinsurance reserve, net surplus and premiums in the past year.

The Connecticut Fire expenditures for 1913, as in the Coast Review Fire Chart, includes \$930,000 dividends to stockholders.

The County Fire of Philadelphia had, in 1913, a loss and expense outgo equal to 110.5 percent of the premiums. Assets, reinsurance reserve, net surplus and premiums fell away.

In eight years the Dixie Fire has paid a dividend twice, and has had an expense and loss outgo in excess of premiums six years in succession. Some stayer, that. But how much longer?

Portland.—The Commercial Underwriters and the Commercial Inter-Insurance of this city, by Guy L. Wallace & Co., must stop, by order of the insurance department.

FIRE INSURANCE

HARTFORD FIRE INSURANCE COMPANY

Leads in Premiums and Income — Large Gains Last Year

The most careful examination of the annual statement of the Hartford Fire Insurance Company confirms every sign of prosperity. In the past year there was a large underwriting profit, and the decline in net surplus, common to all companies, was due wholly to the decline in the value of the best securities. The premium income increased over a million dollars, and the income from investments was larger than in 1912. Dividends paid stockholders were much less than the interest earnings, and a large part of the latter and all the underwriting profits were added to the reserves for the protection of the policyholders.

The premium income was \$16,454,395 and the total income was \$17,532,896. The total expenditures were \$16,452,861. In American fire premiums and fire marine premiums and in gross income the Hartford Fire stands at the head of all companies. It is among the world leaders in these respects and in gross fire assets.

On this Coast, exclusive of Colorado, New Mexico and Wyoming, the Hartford Fire wrote \$1,183,395 premiums through its Pacific department under General Agent Hewitt and incurred the moderate loss ratio of 45.1 percent. Mr. Hewitt is assisted by Adam Gilliland, the assistant general agent, and by a staff of very capable field men, as follows:

Geo. E. Devine, superintendent of agencies; J. J. Dennis, Milton E. Spaulding, Robert E. Dollard, W. S. Dennis, L. H. Earle, C. E. Miller, Neil Stewart, P. H. Griffith, Ernest E. Price.

In England there are offices which pay 15 percent commission to any property-owner who brings in his "own business."

Extinguishing Fire With Sawdust

The Associated Factory Mutual Fire Insurance Companies experimented with tanks 16 inches deep, which were filled with various inflammable liquids. When afire, sawdust was spread over the surface of the burning liquids. The blanketing action of the sawdust afloat extinguished every blaze. Soft or hard wood sawdust was equally effective. Baking soda shortened the time; and also made it more difficult to fire the sawdust. It was found that the sawdust served best as an extinguisher by shutting off the oxygen on lacquers, heavy oils, japan, and other viscous liquids. Burning petroleum in small tanks was also extinguished, but in large tanks the sawdust sank before the blaze was extinguished.

Interinsurers are Fakes

As stated by us some time ago, the Wholesale Grocers' Reciprocal Exchange of St. Louis is refusing to pay a \$30,000 loss, although the stock companies on the same wholesale grocery risk (Martin & Co., Parkensburg, W. Va.) paid their share of the loss long ago.

The attorneys for the claimants say:

"The interinsurance scheme is so arranged as to make it so inconvenient for the insured to collect his insurance as to place at the mercy of the 'exchange.'"

This St. Louis reciprocal or interinsurance exchange is supposed to have over 300 members, alike subject to suits for the recovery of unpaid insurance; but the lawyers for the West Virginia claimants have been refused any list of the names of the guaranteeing or responsible members of the exchange. To get these names the claimants must go to law, at some expense, and must later bring a suit against each member for his proportion of the loss.

The collection of the claim may be delayed in the courts for years.

Meantime the claimants' business is suffering severely — all because they sought 'cheap' insurance.

The Coast Review

Portland's Million Dollar Fire

Insurances on the docks and warehouse
burned property at Portland's great fire
were about as follows:

Agricultural	\$25,000
Caledonian	8,000
Continental	8,500
California	7,000
Concordia	2,500
Colonial	5,000
Dubuque	3,000
Eastern Underwriters	5,000
Fire Association	5,000
Franklin	3,000
Fireman's Fund	7,000
Germania	10,000
German-American	8,500
Hartford	11,000
Hamburg-Bremen	5,000
Hanover	5,000
Home	20,000
Insurance Underwriters	17,500
Ins. Co. North Am.	1,500
London & Lancashire	15,000
Law Union & Rock	2,500
Lloyds	40,000
London	2,500
Milwaukee Mechanics	7,500
Northern Assur.	7,500
North River	5,000
New Jersey	6,500
Northwestern Mutual	20,000
Nord Deutsche	8,000
North British	5,000
New Zealand	3,500
Orient	5,000
Phoenix, Conn.	6,500
Pacific States	20,000
Providence-Washington	15,000
Pennsylvania	3,000
Queen	2,500
Royal	2,500
Standard	15,000
Scottish Union & National	10,000
Stuyvesant	15,000
Union Assurance	1,500
United Firemens	5,000
United States	10,000
Williamsburg City	10,000
Western	5,000
Yorkshire	5,000

French companies	25,000
Other companies	50,000

Papers

The excellent paper on the Great American Waste, printed elsewhere by permission of the Fire Underwriters' Association of the Pacific, is by F. G. Ainley, a Coast special agent for the American Insurance Co.

The serviceable paper on "The Insurance Laws of the State of Washington," copied elsewhere from the Proceedings of the Fire Underwriters' Association of the Pacific, is by W. W. Hindman, a Los Angeles attorney.

Alleged Arson Plot

Walter E. Everton, under arrest, has confessed to setting fire to the Ben Lomond hotel, near Felton, Cal., last August. He charges E. Beeson of Fresno and A. C. Cooper of Sanger with participation in the arson plot. Beeson and Cooper hired him to act as watchman of the hotel. One Curran, a deputy marshal at Fresno, Everton says, told him that he was the agent of Beeson and Cooper and that they wanted the hotel burned. All three men met him at a hotel in San Francisco and the agreement to burn the hotel was then made. A total payment of \$5,000 was promised Everton.

The confessed incendiary says he found oil poured over the premises. To this he added ten gallons, and then lighted a four-hour candle in the midst of rubbish. While eating dinner with a neighbor the fire alarm was sounded. Everton says his employers paid him only \$5. Elsworth Beeson and E. W. Beeson, father and son of Fresno, are under arrest. They say they were merely the real estate agents of Cooper of Sanger and were not interested in the hotel. They declare they will sue the insurer for false arrest.

President Faymonville will go to Chicago soon.

Manager Devlin of the Atlas Assurance has returned from a visit to the agencies of his company.

The Coast Review

Banquet to Landers

The friends of retiring Manager John Landers of the Manhattan Life will banquet him on the evening of March 31.

Agents' Conventions

The following companies will hold agency conventions in San Francisco in 1915: American National, Bankers Life of Des Moines, Columbian National, Continental Casualty, German American Life, International Life, Manhattan, Missouri State, Pacific Mutual, Phoenix Mutual, Prudential, San Francisco Life.

The commission of the World's insurance congress announces the appointment of the following as members of the casualty committee on participation and attendance: Chairman, Col. Paul M. Nippert, resident vice-president Fidelity & Deposit; W. A. Chowen, general agent Frankfort General; Claud W. Fellows, manager State Compensation Insurance Fund; Fred B. Lloyd, manager Pacific Coast Casualty; Albert C. Trego, manager Workmen's Compensation Bureau; Leonard C. Jones, manager Ocean Accident and Guarantee; David Duncan, manager Globe Indemnity; Edw. Landis, manager London Guarantee and A.; and C. S. Pearson, secretary Casualty Underwriters' Association of California.

We are indebted to the Standard Pub. Co., Boston, for a copy of the Standard Fire Chart, which contains several distinctive and useful features.

The Coast Review Chart is now about ready. The Coast figures of the Continental, Reliance and Standard and two or three others have not been received. They will appear later in the Coast Review.

Seated within the bodies of huge moths, flies and other insects, visitors to the Panama - Pacific International Exposition may enjoy the novel sensation of flying about a gigantic candle 110 feet in height. Mechanically propelled aeroplanes will fly about the flame of the candle, each car resembling an insect.

General Agent Irving has returned from a visit to the Northwest.

California's sole cotton-mill has discharged one-third of its employees. The stock has fallen to 60 asked.

Practically all fire companies have quit Kentucky. Politicians are raising hell with the whole country.

Some 17 life companies began business in the U. S. and Canada last year. And behold, some 17 retired.

Kentucky officials now ask Congress to say whether fire companies can be compelled to write insurance at a loss in that despotic state.

A life man says old maids live longer than married women, and that business men live longer than married men, and that a woman who takes an endowment policy may be relied on to live longer than a woman who chooses an ordinary policy.

The Etna has opened an office in New York to assist its agents everywhere by handling business controlled in the metropolis. Such business will be turned to its local agents and brokers in the territory where the property is situated, for the issuance of policies as by law required.

Cashier Kelly of the Mutual Life office in San Francisco lies at the point of death, as the result of the collision of his automobile with an electric train. He was at the wheel and attempted to cross behind one train while ignorant of the approach of another train going in the opposite direction.

At the U. C., March 17, District Manager DuVal delivered a lecture on Fire Insurance Rating. No student went to sleep nor left the room, we hear, the lecturer diagramming his address with stories and carrying the keys with him. He was loudly applauded when he finished.

At the U. C., March 24, Arthur M. Brown, general agent, delivered a lecture on Fire Insurance Rating to the students. Mr. Brown's remarks on this popular topic were loudly applauded.

FIRE, MARINE AND AUTOMOBILE INSURANCE

1810



1914

HARTFORD FIRE

INSURANCE CO.

Of Hartford, Conn.

ABSTRACT OF STATEMENT, JANUARY 1, 1914

Capital Stock	- - - - -	\$ 2,000,000.00
Reserve for Unearned Premiums	- - - - -	14,781,392.52
Reserve for Outstanding Losses	- - - - -	1,252,974.19
Reserve for Taxes and all other Claims	- - - - -	443,085.01
Special Reserve	- - - - -	500,000.00
Net Surplus	- - - - -	7,548,522.13

TOTAL ASSETS - - - - - **\$26,525,973.85**

SURPLUS TO POLICYHOLDERS - - - - - **10,048,522.13**

Losses Paid Since Organization - **\$166,258,865.00**

PACIFIC DEPARTMENT

DIXWELL HEWITT, GENERAL AGENT

ADAM GILLILAND, Asst. Gen'l Agent

430 California Street, - San Francisco, Cal.

City and Marine Department, 441 California Street

SPECIAL AGENTS AND ADJUSTERS

GEO. E. DEVINE, Supt. of Agencies, San Francisco

J. J. DENNIS, Portland

MILTON E. SPALDING, San Francisco

ROBERT E. DOLLARD, San Francisco

W. S. DENNIS, San Francisco

L. H. EARLE, San Francisco

C. E. MILLER, Salt Lake City

NEIL STEWART, Spokane

P. H. GRIFFITH, Los Angeles

ERNEST E. PRICE, Los Angeles

THE KINNE RULE

A Paper by Wm. Seaton, Retired General Adjuster for the Fireman's Fund Ins. Co., Read at the 38th Annual Meeting of the Fire Underwriters' Association of the Pacific

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You have been told many times and often, where, when and how this Association started, and what it has accomplished; but "lest we forget," we must put in print that the territory within the jurisdiction of this Association is the only territory in the fire insurance world, that we know of, in which the companies have agreed upon rules of apportionment of, and contribution to, loss under non-concurrent policies; and also on an apportionment agreement on adjusting expenses.

In the United States territory outside of the Pacific department there are a number of different rules of apportionment and contribution, each rule approved by State Supreme Court decisions, such decision paying the loss in the case before the court; but neither one of them would apply in a case where the amounts of losses on items would materially differ from the case passed on.

A universal rule that pays the loss or exhausts the policy on any item under its covering does not exist in any jurisdiction outside of ours.

The States Massachusetts, Connecticut, New York and New Jersey, a territory that would reach less than half way to San Diego, have four different and distinct decisions on non-concurrent policies, neither of which would apply to a case where the factors of losses and insurance would materially differ from the cases passed on.

The large majority of the men who organized this Association were not "born and bred" insurance men; they had grown up in other lines of work, and could not see the fine lines that distinguished fire loss adjusting from other mercantile practices.

The courts agree on one point only, and that is, that the insured must not suffer loss on any item while there remains unexhausted insurance on any other item which can be carried thereto directly or indirectly.

When we, greenhorns, came in contact with the "born and bred" wise man adjuster from the East, who had a new rule for each new non-concurrent problem, which would let his company out easy, and salt us, and who would quote court decisions to sustain any one of the numerous rules in vogue, we, this Association, with a courage born of ignorance, tackled the problem of a universal rule that would apply to any and all cases; and with a knowledge gained by twenty-five years' experience, finally established a rule that follows the dictum of the courts in exhausting all insurance that can be applied directly or indirectly to the payment of the loss on any item.

At one of the early annual meetings a committee was appointed to formulate a rule of apportionment. Two rules were presented, one by Col. Kinne, taking the Finn rule as a basis, which apportioned the general insurance in each policy in the proportion of "loss to loss" on the items under its covering; and in cases where this apportionment failed to pay the loss on any item, it provided for re-apportioning the

excesses, if any, on other items to pay the shortages on such items covered thereunder, or to exhaust the insurance.

The rule presented by Mr. Sexton took the Toby (an English rule) as a basis, which apportioned the total insurance specific and general to all of the items in the proportion of "loss to loss," and provided for a re-apportionment of the balance of the insurance in cases where the specific insurance on any item, or group of items, exceeded the pro rata of the total insurance apportioned to such item or group of items.

Both these rules provided for the payment of the loss in full, or for the exhaustion of all insurance that could be carried to any item, thus following the dictum of the courts.

After a number of papers on the subject, which added somewhat to the general interest taken in the Association, the Kinne rule was unanimously adopted, and I congratulate you, as said heretofore, on having adopted a rule of apportionment and contribution that will apply to any case, and that is equitable and fair to all parties interested.

In this connection I call your attention to a class of apportionment of losses in which two or more limits of losses, or of values, are placed on the same article or item, the "bull and steers" case of about forty years ago. Herewith is a sample:

THE BULL CASE

Every old-time adjuster and some of the new ones, have taken a whack at the Sherman vs. Madison (Wisconsin) bull and steers loss of forty years ago, apportionment and contribution, see Griswold, page 844, and Clemens, page 327.

Company A—Covers \$1500 on live stock generally.

Company B—Covers \$1667.67 on live stock generally,
not to exceed \$500 in any one animal.

Company C—Covers \$1667.67 on live stock generally,
no one animal to be valued at more than \$500.

Losses, one bull \$2000, one steer \$168, one steer \$168.

This belongs to the class of cases where different policies cover different limited amounts of loss on same article or piece of property.

In this case Company A contributes in full face of its policy, \$1500, to pay any amount of loss on the bull or on any other animal.

Company B contributes in the sum of \$500 to pay any loss on any one animal.

Company C contributes in full face of its policy to pay losses not exceeding \$500 on any one animal.

The loss of \$2000 on the bull must, to meet the limit of loss of \$500 named in Company C policy, be divided in two losses (using the pencil instead of the cleaver to divide the bull of \$500 and \$1500 each, A, B and C being liable on the \$500 loss on the bull and for the loss on the steers, and A and C being liable for the \$1500 loss on the bull and for losses on the steers.

PAGE 844 GRISWOLD—APPORTIONMENT OF INSURANCE

	Bull	Steers	Total
Company A	\$1,284.24	\$ 215.76	\$1,500.00
Company B	500.00	1,167.00	1,667.00
Company C	500.00	1,167.00	1,667.00
	<hr/>	<hr/>	<hr/>
	\$2,284.24	\$2,549.76	\$4,834.00

GRISWOLD CONTRIBUTION

	Bull	Steers	Total
Company A	\$1,124.44	\$ 28.44	\$1,152.88
Company B	437.78	153.78	591.56
Company C	437.78	153.78	591.56
	<hr/>	<hr/>	<hr/>
	\$2,000.00	\$ 336.00	\$2,336.00

In this apportionment of "loss to loss" the respective amounts of Company A policy as apportioned is not correct. The apportionment to the steers should be on each steer, to follow Company B policy, which covers not to exceed \$500 on any one animal.

The apportionment of B Company policy placing \$1167 on two steers, being \$583.50 on each, is wrong; the limit of apportionment to any one animal is \$500, the balance of \$167 is not called for in this loss.

The apportionment of \$500 from C Company policy, from which to contribute to payment of loss on any one animal, is wrong. Company C is not limited to an apportionment of \$500 from which to contribute to pay loss on any one animal, but is limited to a loss of \$500 on any one animal to which it must contribute to pay.

The apportionment treating B Company and C Company policies on the same basis as contributing insurance in the sum of \$500 each on any one animal, is wrong, as shown above.

There are three separate and different contracts.

Company A policy covers and contributes in its full face to the whole loss on any one animal.

Company B policy covers and contributes in the sum of \$500 to the whole loss on any one animal.

Company C policy covers and contributes in the full face to any loss not exceeding \$500 on any one animal.

Company A policy applies blanket on all of the animals.

Company B policy applies \$500 on each animal, leaving \$167 not applied, there being only three animals.

Company C policy applies on all of the animals with a contributive interest to a loss limit not exceeding \$500 on any one animal, this limits the loss on the bull, to which it must contribute, to \$500, which we designate as "Contract A."

The balance of the loss on the bull, \$1500, we designate as "Contract B" and is covered under Company A \$1500 general and Company B

\$500, both covering on "Contract A" and "Contract B," giving an apportionment as follows:

Losses		One Bull, \$2,000				One Steer		One Steer	
		Contract A \$500		Contract B \$1,500		Loss, \$168		Loss, \$168	
		Ins.	Pays	Ins.	Pays	Ins.	Pays	Ins.	Pays
Cos.	Amts.								
A	\$1,500.00	\$ 321.00	....	\$ 963.00	....	\$108.00	....	\$108.00	....
B	1,667.00	125.00	....	375.00	....	500.00	....	500.00	....
C	1,667.00	997.00	....	.....	....	335.00	....	335.00	....
		\$1,443.00	....	\$1,238.00	....	\$943.00	....	\$943.00	....

This apportionment "loss to loss" shows a shortage on "Contract B" of \$162, and also shows sufficient excesses to cover that shortage under Companies A \$321 under "Contract A" and \$108 each on steers and \$125 under Company B on "Contract A," from which a pro rata is floated to pay the full loss under "Contract B," reapportionment and contribution, as follows:

REAPPORTIONMENT AND CONTRIBUTION

Cos. Amts.		One Bull. Loss \$2,000				One Steer		One Steer		Totals	
		Contract A \$500		Contract B \$1,500		Loss, \$168		Loss, \$168			
		Ins.	Pays	Ins.	Pays	Ins.	Pays	Ins.	Pays	Ins.	Pays
A	\$1,500.00	\$ 242.45	\$ 90.89	\$1,094.41	\$1,094.41	\$ 81.57	\$ 14.95	\$ 81.57	\$ 14.95	\$1,500.00	\$1,215.20
B	1,667.00	94.41	35.42	405.59	405.59	500.00	91.65	500.00	91.65	1,500.00	624.31
C	1,667.00	997.00	373.69	.....	.....	335.00	61.40	335.00	61.40	1,667.00	496.49
\$4,834.00		\$1,333.86	\$560.00	\$1,500.00	\$1,500.00	\$916.57	\$168.00	\$916.57	\$168.00	\$4,834.00	\$2,336.00

The court apportioned and paid as follows, see Clement, Vol. 1, page 327:

	Steers	Bull	Total
Company A	\$104.34	\$1,327.58	\$1,431.92
Company B	115.83	172.42	288.25
Company C	115.83	500.00	615.83
	\$336.00	\$2,000.00	\$2,336.00

To illustrate our method of contribution:
On a loss of \$500 on the bull and nothing on steers
Company A would insure \$1,500 and pays.....\$204.53
Company B would insure 500 and pays..... 68.17
Company C would insure 1,667 and pays..... 227.30
\$500.00

The Montana horse case of three years ago, copy of apportionment herewith, is another of the class where horses were subject to a limit of \$100, \$200 and open, as to loss under respective policies as shown therein.

The rule adopted by the writer in this class of cases is "that each separate limit of loss on any one piece or class of property shall constitute a separate loss item."

In the Montana horse case some of the horses were divided into items of \$100, \$200 and open. This division was made with a pencil and not with a butcher's cleaver.

AN UNUSUAL "NON-CONCURRENT" PROBLEM

The following non-concurrent problem from Montana shows the application of the Kinne rule:

NEW HAMPSHIRE POLICY

- \$500. On hay, grain and feed;
 \$500. On horses, vehicles and harness (claim on any one horse limited to \$100);

CONNECTICUT POLICY

- \$500. On vehicles, harness, sleighs, robes, whips and stable equipment of every kind and character; and
 \$500. On horses (in event of loss claim on any one horse insured under this policy shall not exceed the sum of \$100);

ST. PAUL POLICY

- \$1000. On ten (10) head horses, an equal amount on each in case of loss;
 \$1000. On vehicles, harness, saddles and barn tools;

FIREMAN'S FUND POLICY

- \$1500. On horses, vehicles, wagons and sleighs of every kind and character, harness, saddles, robes, whips, hay, grain and feed.
 In event of loss claim on any one horse shall not exceed the sum of \$200.

PRUSSIAN NATIONAL POLICY

- \$1500. On horses (in case of loss no one horse to be valued at more than \$100);
 \$350. On carriages, buggies, landaus, surries, wagons, trucks and other wheeled vehicles (excluding automobiles and motor vehicles) and their attachments and appurtenances, sleighs and cutters;
 \$150. On harness and appurtenances, blankets, robes, whips, nets, rubber covers, wagon covers, sleigh bells and all other articles of horse wear, and all stable tools, implements and utensils.

THE LOSS ON ITEMS WAS

3 horses at \$250	\$ 750
3 horses at 200	600
6 horses at 175	1,050
1 horse at 165	165
4 horses at 150	600
3 horses at 140	420
4 horses at 125	500
1 horse at 75	75

Total on horses\$4,160

Vehicles	\$810.00
Harness	821.63
Robes	360.40
Hay and feed	471.00
Stable equipment	345.60

APPORTIONMENT AND CONTRIBUTION BY KINNE RULE

Loss on all items	\$6,968.63
Insurance on all items	\$7,500.00
Loss on 25 horses	4,160.00
Insurance on 25 horses (that can be applied)..	5,000.00

The policies on horses cover under three separate contracts, which for identification are designated Contract A, B and C.

Under Contract A—The New Hampshire, Connecticut and Prussian National cover not to exceed \$100 loss limit and or value of each horse.

Under Contract B—The Fireman's Fund covers claim limit and not to exceed \$200 on each horse.

Under Contract C—The St. Paul covers ten (10) head of horses, \$100 each, without limit to value or loss.

If all insurance covered under Contract A policies, the \$5000 insurance would pay loss of \$2475.

If all insurance covered under Contract B policy, the \$5000 would pay \$4010, being \$2475 under Contract A and \$1535 additional under Contract B.

If all insurance covered under Contract C policy, the \$5000 insurance would pay the loss on 10 highest priced horses, \$2050.

The apportionment of the respective policies must be based on the maximum losses on the property to which they can be applied.

Contract A policies apply to horses limited to loss and or value of \$100 each, on which the maximum liability is \$2475.

Contract B policy applies to horses limited to loss claim of \$200 each, on which the maximum liability is \$4010; \$2475 under Contract A, and \$1535 under Contract B.

Contract C policy \$1000 applies to 10 (highest priced) horses, an equal amount on each, maximum liability is \$2050 and applies with Contract A on \$2475, Contract B on \$1535, and on C loss, \$150.

Contract A insurance must contribute to pay loss of \$2475.

Contract B insurance must contribute to pay losses of \$2475 under A and \$1535 under B.

Contract C insurance must contribute to pay losses under A, \$1000; and under B, \$900; and under C, \$150.

Total loss as adjusted, \$6968.63. Total insurance, \$7500.

This method follows the decision of the courts and under the Kinne rule is fair to the insured and to the companies.

PROBLEM IN APPORTIONMENT—A HAY CASE

Company A covers \$1000 on hay, with the 25 per cent or not more than two dollars (\$200) per ton loss reduction clause.

Company B covers \$200 on 20 tons of hay, an equal amount on each ton, with the three-quarter loss clause.

Fire destroyed 70 tons of hay, worth \$12 per ton, making
the property loss\$840
Company A covers 70 tons at the rate of \$10 per ton, loss
under its contract 700
Company B covers 20 tons at the rate of \$9 per ton, loss
under its contract 180
Limit of insurance loss under the policies 700

APPORTIONMENT AND CONTRIBUTION

The limit of the insurance loss on 20 tons under Company B
Contract, and covered by both A and B (we will call
Item 1) is\$180
The additional insurance loss of one dollar per ton and cov-
ered under Company A Contract (we will call Item 2) is 20
The insurance loss on the balance (50 tons) and covered by
Company A (we will call Item 3) is 500
Total insurance loss\$700

The policy of Company A covers on the three items of losses of \$180, \$20 and \$500, respectively; and apportions \$257.14 to the \$180 item; \$28.56 to the \$20 item; and \$714.30 to the \$500 item; giving the contribution as follows:

Companies	Ins.	Loss Item 1 \$180		Loss Item 2 \$20.00		Loss Item 3 \$500.00		Totals	
		Ins.	Pays	Ins.	Pays	Ins.	Pays	Ins.	Pays
Company A	\$1,000	\$257.14	\$101.25	\$28.57	\$20.00	\$714.29	\$500	\$1,000	\$621.25
Company B	200	200.00	78.75	.....	.....	.....	.....	200	78.75
	\$1,200	\$457.14	\$180.00	\$28.57	\$20.00	\$714.29	\$500	\$1,200	\$700.00

These non-concurrent limits of losses and or of values occur in live stock and in hay policies. The examples herewith are actual cases.

The following examples of applying the Kinne rule may assist the new man. No. 1:

Company A covers \$1000 on wheat;
Company B covers \$1000 on wheat and oats;
Company C covers \$1000 on wheat, oats and barley.

Losses: Wheat \$200, oats \$200, barley \$100.

Apportionment general policies, loss to loss:

Company B \$1000 covers \$500 on wheat, \$500 on oats;
Company C \$1000 covers \$400 on wheat, \$400 on oats and \$200 on barley.

CONTRIBUTION

Cos.	Insures	Wheat Ins.	Loss\$200 Pays	Oats Ins.	Loss\$200 Pays	Barley Ins.	Loss\$100 Pays	Total Ins.	Loss\$500 Pays
A—	\$1,000	\$1,000.00	\$105.27	\$. . .	\$. . .	\$. . .	\$. . .	\$1,000.00	\$105.27
B—	1,000	500.00	52.63	500.00	111.11	. . . .	. . . .	1,000.00	163.74
C—	1,000	400.00	42.10	400.00	88.89	200.00	100.00	1,000.00	230.99
		\$1,900.00	\$200.00	900.00	\$200.00	\$200.00	\$100.00	\$3,000.00	\$500.00

The above example works out loss to loss without reapportionment and pays the losses under the "loss to loss" rule for the reason that the contributions from the first apportionment pays the losses on all items; but a change of the loss figures on the items will call for the reapportionment by the "Kinne rule."

- Losses: Wheat \$750, oats \$750, barley \$500.
- Company A. Specific, \$1000 on wheat, apportions to wheat \$1000.
- Company B. General, wheat and oats \$1000, apportions to wheat \$500, oats \$500.
- Company C. General, wheat, oats and barley \$1000, apportions to wheat \$375, oats \$375, barley \$250, as follows:

APPORTIONMENT LOSS TO LOSS

Cos.	Insures	Wheat Ins.	Loss \$750 Pays	Oats Ins.	Loss \$750 Pays	Barley Ins.	Loss \$500 Pays
A—	\$1,000.00	\$1,000.00	. . . .	\$ . . . .	. . . .	\$ . . . .	. . . .
B—	1,000.00	500.00	. . . .	500.00	. . . .	. . . .	. . . .
C—	1,000.00	375.00	. . . .	375.00	. . . .	250.00	. . . .
Over		\$1,875.00 1,125.00	. . . .	\$875.00 125.00	. . . .	\$250.00	. . . .
Short						\$250.00	

This shortage on barley must be made up from the surpluses on wheat and oats under "C" policy, said surpluses being \$375 on wheat and \$125 on oats, to apply pro rata to pay shortage of \$250 on barley; to which the \$375 on wheat contributes \$187.50, leaving \$187.50 of the "C" policy on wheat, and the \$125 surplus on oats contributes \$62.50, leaving \$312.50 of the "C" policy on oats, shown as follows:

REAPPORTIONMENT AND CONTRIBUTION

Cos.	Insures	Wheat Ins.	Loss \$750 Pays	Oats Ins.	Loss\$750 Pays	Barley Ins.	Loss\$500 Pays	Total Ins.	Loss \$2000 Pays
A—	\$1,000	\$1,000.00	\$444.44	\$. . .	\$. . .	\$. . .	\$. . .	\$1,000	\$ 444.44
B—	1,000	500.00	222.23	500.00	461.55	. . . .	. . . .	1,000	683.78
C—	1,000	187.50	83.33	312.50	288.45	500.00	500.00	1,000	871.78
		\$1,687.50	\$750.00	\$812.50	\$750.00	\$500.00	\$500.00	\$3,000	\$2,000.00

If the loss on barley had been \$1000, all of Company C policy would have been exhausted and the loss on oats would have been paid by drawing from Company B policy in full for the amount of that loss.

APPORTIONMENT AND CONTRIBUTION

Apportionment apportions to each item included in the general policy, and on which there is specific insurance, the proper sum from which to contribute with the specific insurance thereon to pay the loss on that item.

Contribution contributes pro rata from the sums so apportioned with the specific insurance to pay the loss.

THE GREAT AMERICAN WASTE

By F. G. Ainley, Read at the 38th Annual Meeting of the Fire Underwriters' Association of the Pacific

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The great American public is too busily engaged in the pursuit of making money to spend overmuch time in the saving of it. The past twenty-five years covers an era of unequaled prosperity, during which money has been easy, wages high and work easy to obtain. Fortunes have been amassed and the predominating thought of the masses has been in the pursuit of the almighty dollar. As a consequence the conservation of our resources, both natural and man-made, has been for the time relegated to the background and lost sight of. This condition concerned the mind of our former President, Theodore Roosevelt, who appointed a commission of rural life, a forestry conservation commission, a commission for the conservation of our water-ways and strongly advocated the appointment of a commission for the conservation of the fire waste of the country, which, I believe, is the most important of them all.

The necessity for these commissions is at once apparent. Years of great prosperity have made us reckless and wasteful. The enormity of this spirit of reckless and unabating waste is exemplified very forcibly in the upward of two hundred and fifty millions of dollars that the American people annually sacrifice by fire on the altar of ignorance, carelessness and neglect.

While the conservation commissions appointed have performed their labors well and saved unto the people of the Union many millions of dollars, the conservation of the great and ever-increasing fire waste was another thing quite different in its aspect and solution. The task was a stupendous and staggering one to the man that had given it thought and one calculated to challenge the intellect and capacity of the brainiest of the men that had been concerned in its ultimate solution. It was at once apparent that the first step must be one of education, elementary in its scope.

Some of our ablest men in the insurance profession have said that the insurance interests of the country could make no better investment than to employ the time and pay all attendant expense of competent

men in traveling throughout the country, giving free lectures to the public upon the making of fire insurance rates that the masses may know how rates are promulgated and that the matter of high or low rates lies quite with the public itself.

Probably no business that has to do so much with the commercial and industrial life of our Nation is less understood than the insurance business. The public has a mind that the underwriting operations of insurance companies are very profitable, that rates are arbitrarily made with no other thought than the profit that may accrue to the business. The public must be taught that insurance rates are simply a tax collected from the many and distributed to the comparatively few that are entitled to the distribution by reason of loss from fire, the insurance companies being the mediums through which this service is rendered with a small percentage of compensation to defray the expense.

The public little knows that the underwriting operations of insurance companies in the United States during the past twenty-five years has yielded an average loss of a fraction of 1 per cent and that whatever earnings have been made in the business have resulted from the financial investments and banking operations made possible by the large capital and surplus investments of their stockholders.

No business is legislated against today as in the fire insurance business. The ambitious solon, elected for the first time to a seat in the halls of legislation, and fired by an ambition to be of such service to his constituency as will bring about his re-election, at once attacks the fire insurance business. For the most part these men know little or nothing about the business and give little or no time to the study of it. They simply know that the father of a bill curbing the commonly called great insurance trust or combination is immediately thrust into the limelight as a champion of the people's rights and a savior of his country. And gentlemen, this is to be found throughout the length and breadth of this great Nation of which we are all so proud to be citizens and hunt as you will for the answer, it is to be found in the one simple word—ignorance.

If ignorance is the cause of the discontent of the public with the business of fire insurance, of which I believe there is no doubt, who then is to spread the gospel of publicity, and now. An eminent politician has said, "If you expect to educate the public all that I have to say is that you have a h--- of a job on your hands." The job is indeed a stupendous one that well challenges the very best the man has in him that tackles it, but the job must be done and be largely done by the walking delegates of the insurance companies—the special agents.

While the detailed work of this great undertaking must be performed by the field men, it must necessarily have the sympathy and hearty co-operation of company officers and managers to succeed, and these personages above all others should lead the movement to success by their continued interest and encouragement.

I even have had the opinion that a man following the profession of fire insurance is in a position to serve society as few men in other

walks of life are in a position to do. I believe that any man that has as his sole incentive for being in the business the pecuniary compensation that he receives is losing sight of an important obligation to the public at large.

Probably no more important factor in the basis of credit, which is a fundamental of our great business fabric, is the fire insurance policy, and surely no more serious economic problem, none confronts the American people than the saving to ourselves of more than two hundred and fifty millions of dollars each year that is being earned by our labors and allowed by ignorance, neglect, and in numberless instances, criminal carelessness, to be literally thrown away. Nor is the loss of property the most serious, for thousands of lives annually are sacrificed, with thousands of persons permanently injured.

Not alone should we be actuated by a patriotic impulse in assuming the responsibility of the solution of this question, but other very good reasons confront us for so doing. The very perpetuity of the fire insurance business, unhindered by nefarious laws and unjust regulations, which tend to discourage the investment of capital in insurance stocks and cause men to give up the struggle against unjust laws and sentiment, depends upon the education of the public along these lines. During the year just closed some thirty-nine fire insurance companies in various parts of the United States and Canada have retired from business. The sifting time is at hand which is showing the survival of the fittest. I shall not take your time with the presentation of statistics showing the proportions to which this destruction of property has grown, for figures of the denominations necessary to use in presenting these facts are almost incomprehensible and thus quite meaningless to us, and it would likewise be unnecessary and presumptuous to attempt to enlighten you upon a subject that must have awakened the interest of every member of this association to the point of familiarizing himself with the facts. To indicate, however, the seriousness of this, our National problem, at once comprehensive, as comparing ourselves with our foreign neighbors, I might state that the annual per capita fire loss in the United States is given at \$2.79 against an average of 33 cents in six European countries, though their fire departments are inferior. I might also show why the per capita fire loss in this country is approximately ten times greater than in Europe, because of drastic laws in foreign countries, making it a serious offense to have a fire originate on one's premises, but time will hardly permit.

The subject of fire prevention is commanding the thought of thinking men in other walks of life than the insurance business. Men that are thinking in terms of the masses, and that see the great menace to our National welfare are advocating this educational policy. Mr. Thomas A. Edison of the electrical world, in a letter to Mr. Frederick H. Cowles of Medford, Oregon, member of one of the committee of the National Fire Protection Association, has expressed unqualified endorsement of a campaign for legislation, compelling the teaching of fire prevention in the public schools of the United States. The education

of children in this important subject is striking at the root of the evil, as it is generally estimated that 75 per cent of all fires are due to neglect, carelessness or ignorance and the coming generation should be so thoroughly acquainted with the ordinary hazards as to show a material reduction in the fire waste.

But we can not content ourselves with a system of education in our schools. Gross irregularities and alarming conditions now surround us on every hand and these conditions must be corrected if we would do our duty in coping with this great problem. The business men of today must be educated, must be shown the hazards and physical evils that menace their property and their lives and incidentally make high loss ratios.

Nothing short of an organized association will accomplish results in this undertaking. A systematic plan of action must be devised, a well-defined campaign inaugurated with specific work laid out for specific individuals. This being done, there is every reason to expect results well worth the time and effort expended. There are at this time twenty-six organized fire prevention associations, operating in twenty-nine States, with a membership, in round numbers, of fifteen hundred individuals; fifteen hundred trained men throughout the various States and some of the Provinces of Canada, day in and day out, coming in personal touch with the people, performing practical work, for the co-operation of the people themselves is absolutely necessary to accomplish the purpose for which they are organized.

Dealing with the public is the sole work of the fire prevention associations, whether that work is with individuals, with city officials, city councils, with Legislatures or with professional and trade organizations, they deal ultimately and finally with the public at large.

The important features of the work to which other activities are incidental are public meetings, educational in their scope, town inspections by inspection committees and inspection of individual risks by individuals. For much of the data, outlining the activities of the associations now organized, I am indebted to Mr. Frank M. Drake, chairman of the committee on State fire prevention associations of the National Fire Protection Association, in his committee report to that body in session in May, 1913, in New York City.

The publicity work is principally in these town meetings. As a rule the associations hold at least one meeting in one town each month in their respective States. The meetings are advertised in advance by communicating with the newspapers, town or city officials, the chief of the fire department, and frequently a committee will visit the town in advance and confer with these persons personally. An especial effort is put forth to secure the attendance of the leading citizens of the town or community. These persons are busy men, not to be found on street corners, whittling dry goods boxes, but men of affairs who have to do with the progress of the town, leaders in its activities and betterments, and not singularly their attendance is the most difficult to obtain by reason of their busy lives. But when once

the real object of the work is made known to them they respond readily and usually become enthusiastic supporters.

The committee in charge of these public meetings makes a detailed inspection of the town. Everything is inspected but the dwellings. While this inspection is made by the special agents, the fire marshal is invited to be present to assist, if the town has such an officer, that he may be encouraged and strengthened and follow up the work in securing a remedy of the defects found. In making the detailed inspections, the hazards found are discussed with property owners, the object of the organization made known, fire prevention "Don't" cards are left with them, and they are impressed with their obligation to their neighbors and their civic responsibility to aid in reducing to a minimum the possibility of fire within their premises. Some idea can be gathered of the influence of such missionary work in the course of a few years dealing with whole communities at a time in this way.

The meetings are opened with a talk on fire waste and the interesting, and to the layman, almost unbelievable statistics, given, of which such a volume is at hand. Local conditions are pointed out and discussed, bad conditions particularly, the local fire record analyzed, deficient protection and regulation shown and such observations made as will bring to the people of the community the enormity of the present fire waste. Some wonderful results develop from these meetings. Men that have been bitter enemies of the fire insurance business, blinded by their prejudice and entirely overlooking their own responsibilities and opportunities in this great economic problem, have been brought to the meetings, cultivated, shown the broad and unselfish aims of the movement, and almost without exception have left the meetings as friends, not only of fire prevention work, but of the fire insurance business as well.

There is an intensely human phase to this work which is sought to develop. Possibly every special agent within my hearing has not inspected one, but many school buildings, housing hundreds of helpless children, where conditions have been found that menace the lives of these little ones and through ignorance no concern is exercised by those responsible. And those of us who have little ones of our own, of whom we see not overmuch, can bring very close to home a realization of what the pointing out of these things mean to those interested.

Insurance rates always have an airing at these meetings. Some one has a grievance, his rate is too high, or the rate of the town is higher than of the neighboring towns, where conditions are much worse. It must be emphatically explained that these meetings have nothing to do with insurance rates, excepting as the hazards in the towns are reduced and the protection is made more efficient, so will these things necessarily have a bearing in the reduction of rates. The average American, in this land of the free and the home of the brave, I believe is not easy of restraint and insists upon knowing the whys and wherefores of those things with which he has to do. Because he does not know why the rate on his property is fixed at a certain figure, he im-

mediately assumes that it is excessive and makes it his business to see that it is reduced or know the reason why. And we must tell him the reason why or ever be subject to his combative influence. And so a feature of the public meeting can well be the giving of a blackboard demonstration, by a trained rater, to show the scientific modern method of schedule rating as proof that the rate is purely a measure of hazard and that the system by which it is promulgated is strictly one of merit. Thus the reasons for a high rate on a bad risk and a low rate on a good one are shown.

After a town is inspected a complete town report is published, showing all the defective risks by street names and numbers and the defects found therein. These town reports are sent to each member of the association and to each company represented by the association members. Each owner or occupant of a property in which a remediable defect exists is also sent a notice of such defect with a request that the defect be remedied and the association advised of the same. The city officials, the chief of the fire department and the newspapers are furnished with copies of the report, as are also the local agents in the town. In some States follow-up work, to see that defective conditions are remedied, is done by small committees, who make a re-inspection some weeks after the original inspection.

Let me repeat that the one thing most needed is education, and through these details the ignorant prejudices of the masses toward the business of fire insurance is being displaced with an intelligent conception of the business.

The committee in charge of the town inspections and public meetings also holds meetings of the local agents, not open to the public, but by themselves, where matters needing especial attention may be freely discussed. Almost every town has conflagration blocks and risks that are practically uninsurable. It is squarely put up to the local agents that it is their business to see that these sore spots in the town's physical construction are remedied. That it is their business to go to property owners boldly, frankly and intelligently show them the danger to property and to life to allow such conditions to go unchanged, rather than in an apologetic way as if they were trespassing their rights.

Fire department inspection is urged as of educational value, not only to the people but to the firemen themselves. Conferences are had with the chief of the fire department, when the adoption of the system is urged or an improvement of the system sought if it is lax.

Simultaneously with the public meeting, or during the same day, the public schools of the town are addressed upon the importance of fire prevention. Real reform of the present laxity must be accomplished through the education of the boys and girls that a few years hence will stand in the places of the present mature citizenship. Initial impressions can be made early in life that will make unnecessary a combative influence against ignorance later on. The publicity commission of the Western Union has now published a book on this subject called "Teach Children the Danger of Fire."

The regulation of local conditions by ordinance is urged and in some States the fire marshal has been influenced to endorse the ordinance work, even though there be no State law on the subject.

Public meetings are addressed and places on the programs of conventions are easily secured, as there is no body or class of people that is not affected by this great problem. Places on these programs are sought because bodies of professional and business men do not know of the work and are naturally not going to take the initiative.

Trade associations are beginning to invite the associations to address them on fire prevention, as they are interested in improved conditions that tend to the reduction of rates.

The question of legislation must be approached very carefully and guardedly, but even in this a large work is being done. Many State laws are being secured by fire prevention associations and fire marshals appointed through their influence.

The inspection of individual risks is carried on by special agents in the daily routine of their work as they go from town to town throughout their respective fields. Each member of the association is provided with two sets of inspection blanks. One set has enumerated thereon a tabulated list of all such hazards as are to be found in the properties inspected, floor by floor, of the buildings from the basement to the top; as the inspector goes through the building he checks on the slip the hazards found. When the inspection is complete, the slip is sent to the secretary of the association to be bulletined. The other slip furnished him is blank and he makes notation thereon of the defects found, this slip being left with the owner or occupant of the building inspected, a printed request thereon asking the owner to report to the association within ten days that the defects have been remedied. These inspection reports are bulletined each week or each fortnight and a copy of the bulletin sent to each member of the association and each company represented.

At the expiration of ten days all owners not reporting on the inspections made are again requested to report the action taken to remedy defects, and if no report is then received a third request is mailed, after which, if no answer is received, they are bulletined again to the effect that no attention is paid to notices. When answers are received advising of corrections made, they are bulletined to that effect.

By this system the companies interested are in possession of data enabling them to intelligently determine whether the risk is desirous for them to continue to insure. Please note that these inspections are made in the interest of and by representatives of—if in this State—the California State Fire Prevention Association. In this way two birds are killed with one stone, the inspection for the company, the representative of which happens to be doing the inspecting, and the inspection for the association in the interest of mankind.

For some reason, which I have been unable to fully comprehend, the inspection of risks by many special agents is superficial, and seems to be attended by fear and trembling on the part of the inspector that somebody will learn that he is even contemplating looking over a risk

that his company may be covering. If this feeling does exist, because of concern on the part of the company, manager or special agent, lest the owner of the property involved may resent the criticism of his property and retaliate by cancelling his policy or blacklisting the company, it seems to me that keen competition has gotten us into a deplorable condition. To be cowed into a position where we are afraid to properly supervise our own business is certainly a sad state of affairs.

But the inspection of property, as a representative of the California State Fire Prevention Association, an association organized for quite another purpose, is altogether a different thing, and herein is found the opportunity to throw out our chests, approach the property owner with all the dignity of a representative of a great State organization, and if he is obstreperous, tell him "where to get off" and if he doesn't get off, simply push him off, and go on our way rejoicing in regained manhood.

For a person interested in the great subject of fire prevention there seems to be no place to cease in the pointing out of the manifold ways and agencies that present themselves as suitable mediums for carrying forward this magnificent work. But a few of the most important features have been touched upon with many more very helpful and thoroughly practical unmentioned, as time will not permit.

The question may now be uppermost in some of your minds, whether this is not likely to take too much time from the more important work, as some consider, of looking after the premium income. If the question is with you, it seems to me it is to be regretted. For my part, I never could think it the part of good underwriting to sacrifice the keeping down of the loss ratio to the producing of premium income. Ultimate net results are certainly what we should strive for. In conversation with a Coast manager some few months ago, he made this assertion: "What we want is the premium income; we don't give a damn about the loss ratio." With a full appreciation of my humble capacity as a special agent, as compared with the exalted position of a manager, I must say that I can not coincide with the gentleman's views on this subject.

I am convinced that the keenest interest on the part of special agents in the program of fire prevention would in no way impair their usefulness or take time from their regular work, not fully justifiable, but on the contrary their services in the interest of their respective companies would be more valuable. This conviction is had from my own experience and observation in fire prevention work and from the testimony of other field men that have been interested in association activities.

Not the least reason why the organization of a fire prevention association in this, the most glorious and most talked-of State in the Union, would be the opportunity given for friendly co-operative work among the field men of the State.

Gentlemen, I appeal to you as a man whose friends mean much to him, whose joy in life is obtained in other ways as well as in the mad rush for the almighty dollar, though much I may need it, in the puzzling

problem of providing overalls and cast iron shoes for four tow-headed, red-blooded heirs to their dad's special agency position.

The absence of friendly relationship, of friendly social intercourse among field men may be encouraged by some companies and some managers, but ultimately the business must suffer therefrom. It is an old adage, but I believe pertinent to the business of fire insurance, that a house divided against itself can not stand. Co-operation is essential to the perpetuity of the business on a profitable basis and that co-operation should not be lacking among the men at the front, the privates in the ranks.

A community of interest, drawing men together in a bond of good fellowship, does not mean less keen competition, but it can mean the putting of a man on his honor, as a man, to uphold right principles and "tote fair" in his competition. In States where laws prohibit the jurisdiction of organized bodies in the insurance business to regulate that business, conditions are controlled by that code of honor among insurance men, and that honor, born of love, friendship and high regard, man for man, is the most potent influence in the world of today.

And if my observations are not faulty, correct principles are upheld and right practices are maintained with greater consistency on that basis of honor than in some States where rules and regulations of organized bodies govern the business and which are violated under every subterfuge known to the profession.

Mr. O. B. Ryon, general counsel of the National Board, in a recent address to field men for the most part, at a Blue Goose luncheon in the city of Chicago, said these words: "There is no greater force in the business today than fraternity. Fire insurance is now on trial and those engaged in it must give reason for the rates that are charged. It is necessary, therefore, for the men to stand together, shoulder to shoulder, at this time."

To my mind no more helpful movement can be inaugurated today that the organization of a State fire prevention association in the State of California, in the interest of our Nation, our State, the business that claims our time and attention and in the interest of those things eminently worth while, above and beyond the sordid things too much indulged in in the business world of today. Nothing less, gentlemen, than brotherly friendship, which promotes brotherly kindness and makes life worth living.

Five American fire companies, each with more than 9 million of premiums, had an average of more than 54 percent losses incurred last year. Not nearly so bad as summer lamentations led us to expect.

The article on Coast fire insurance in the London Times, in its reference to German and German - Americans owned companies as being all non-board with one exception, was true at the time it was written but is not now true. The Hamburg - Bremen, Concordia, and German of Pittsburg have since joined the board. It should be noted that not all companies with German names, in this country, are owned or controlled by German-Americans.

THE INSURANCE LAWS OF THE STATE OF WASHINGTON

By W. W. Hindman, Read at the 38th Annual Meeting of the Fire Underwriters' Association of the Pacific

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The subject assigned me for discussion, "The Insurance Laws of the State of Washington," is a very broad one, but with a few exceptions it is contained in the legislative enactment of 1911 of that State, but time prevents me from discussing the entire act, and I will therefore confine myself to that part which to me seems of the most importance to the insurance companies doing business in that State.

Section 106 of the act provides:

"On and after January 1, 1912, no fire insurance policy covering on property or insurance company shall issue any fire interest therein in this State other than on form known as the New York Standard, as now or may be hereafter constituted."

And section 80 of the same act gives the insurance companies until the first of January, 1912, to comply with the act.

Section 31 provides that all contracts shall be constituted according to the terms and conditions of the policy, and section 8 provides a penalty for failure of the company to comply with the act. By this enactment the New York form, as constituted at the time of the taking effect of the law, became the lawful policy of the State of Washington. That one Legislature can, by simple reference to the laws of another State, then in existence, adopt and make it a part of its own enactment, I call your attention to the following adjudications upon the subject:

Bibbs C. L. Assn. v. Richmond, 21 Ga. 611;

State v. Tausiek, 116 Pac. 651, 656 (Wash.);

People v. Fire Assurance Co. of Phila., 44 Amer. Rep. 380 (N. Y.);

Southerland on Statutory Construction, Sec. 257.

Therefore all the provisions of the New York Standard form become the law of the State of Washington, equally binding upon the insurance companies, as well as the assured, and all laws of that State inconsistent with the provisions of the standard policy as adopted were by this enactment repealed. That this is the rule, I wish to call attention briefly to a few authorities. The most recent case upon this subject construing a statute similar to the one enacted in Washington is that of Oatman et al v. Bousen's & Merchants' Mutual Fire Relief Association, handed down by the Supreme Court of the State of Oregon and reported in 133 Pacific at page 1183, holding that where a policy of insurance in form required by the laws of Oregon was issued covering the damage to property by fire, that as the assured was not the sole owner of the ground on which the house injured was situated at the time of the issuance of the policy of insurance, although he had an insurable interest in the property, that the policy was void and that no recovery could be had thereon, notwithstanding the previous decisions of that court to the contrary, handed down prior to the enactment of the Standard form of policy in that State, and the court said:

"This court in several cases held that conditions in such contracts could be waived. (By an agent).

Arthur v. Palatine Ins. Co., 35 Ore. 27;

Allesia v. London Ins. Co., 45 Ore. 442.

But in 1907 the Legislature of this State passed an act on this subject changing this rule, and this act was amended in 1911. This statute requires insurance companies to incorporate into their policies, inter alia, the following condition: 'This entire policy, unless otherwise provided by agreement indorsed hereon or added hereto, shall be void, * * * if the interest of the insured be other than unconditional and sole ownership; or if the subject of insurance be a building on ground not owned by the insured in fee simple,' etc. Under this provision, which is a part of the policy sued on, less than an unconditional or sole ownership or an interest less than a fee simple may be insured, but a statement setting forth such interest must be indorsed on the policy or added thereto or the policy is void. The policy sued on contains the conditions of the statute quoted, supra, but contains no indorsement or statement showing that the insured's interest in the real property on which the dwelling house was situated was less than a sole ownership, or that their estate therein was less than a fee simple. Hence, according to the terms of said policy and of said statute, said policy is void."

And in *Black v. Atlanta Home Insurance Co.*, 61 S. E. 672, the Supreme Court of North Carolina, in considering a statute similar to that of Washington, held that an agent had no authority to agree to concurrent insurance unless such consent was indorsed on the policy, notwithstanding the previous decisions of that court handed down prior to the passage of the act, and said:

"The plaintiff is confronted with the express provision in the face of the policy, the form of which is prescribed by the statute, that no officer, agent, or representative of the company shall have power to waive any provision or condition, except such as by the terms of the agreement is 'indorsed hereon or added thereto,' and as to these no officer, agent, etc., shall have such power, or deemed or be held to have waived such condition, unless the waiver, if any, shall be 'written upon or attached thereto;' nor shall any privilege or permission exist or be claimed by the insured unless so written or attached. There can be no controversy regarding the meaning of these words. They are inserted in the policy, not by the company or by the plaintiff, but by the statute. To fail to give them force and effect is to nullify the statute. They are not intended to restrict the powers, express or implied, of general or local agents, but to prescribe an invariable rule of evidence by which their conduct must be proven to bind the company."

Further on this subject, see:

Anderson v. Merchants Fire Union Co., 60 N. W. 1095;

Roper v. National Insurance Co., 76 S. E. 870 (N. C.);

Moore v. Hartford Fire Ins. Co., 36 N. E. 191 (N. Y.);

Park v. R. G. I. Co., 39 N. E. 179 (Mass.);
 13 Amer. & E. Eny. of Law, 2d edition, 223;
 1 Cooley on Insurance, pp. 528-529;
 Stark v. Phoenix, 77 N. W. 753 (Wis.);
 Burgeous v. National Ins. Co., 57 N. W. 347 (Wis.);
 Kollitz v. Eq. Mutual Fire Ins. Co., 99 N. W. 891;
 Hamilton v. Royal Ins. Co., 50 N. E. 863.

And in the case of Hicks v. British American Ins. Co., 48 L. R. A. 424 (N. Y.), the court held that where a contract was made to issue a policy of insurance and none was issued at the time of the fire that destroyed the property agreed to be insured, that the form required by law became the policy of insurance, regardless of the fact that it had not been executed.

All the provisions, therefore, of the New York Standard form as constituted at the time of the taking effect of the enactment of 1911 became a part of the law as effectively as though the form had been set out word for word, and in my opinion none of its conditions or provisions can be changed, waived or abrogated by a local agent except in the manner provided by the policy of insurance. Although this question has not been passed on by the Supreme Court of Washington, I am satisfied that if the question is presented to that court it will follow the rule above announced.

If section 106 of the laws of Washington stood alone, the rights of the company and the assured would have been safeguarded. A form with conditions familiar to all would have been established. The meaning and the construction to be placed on the provisions of the policy of insurance would have been clear. Arson and perjury would have been lessened, and rates would have been reduced, but the Legislature by one fell swoop by including section 34 in the act undid its good work and left the law in a most chaotic condition, which took away from the insurance companies all the protection which it had given it and the assured by section 106 of the act, and in effect, left section 106 without effect, and if section 34 is to be upheld by the courts it wipes out all the provisions of the New York Standard form, with a few exceptions hereinafter noted, and leaves the policy which the insurance company is, by the statute, compelled to issue, practically a promise to pay upon the happening of the event insured against.

Under this section of the statute the insurance companies can not safeguard their interest by contract, regardless of the mandate of the Legislature to issue a policy in the form known as the New York Standard, and all warranties and conditions to be kept by the assured during the life of the policy, contained in the policy, are of little value. No distinction can be made in the degree of the risk, and all whether hazards or extra hazards, so far as warranties or conditions are concerned, are placed upon the same plane, and the policy thus required to be issued is one without conditions except conditions subsequent to the fire.

If this statute is upheld substantially the only defense to an action on a policy of insurance in the State of Washington is, first, arson; second, a breach of some condition subsequent to the fire, such as failure to furnish proofs of loss, or to submit to an examination under oath, etc.

Let us consider its provisions. It provides:

I.

"No oral or written misrepresentation or warranty made in the negotiation of the contract or policy of insurance by the assured, or in his behalf, shall be deemed material, or defeat, or avoid the policy or prevent it attaching, unless such misrepresentation is made with the intent to deceive."

The meaning of this provision is so plain that it scarcely needs to be commented upon. Unless the misrepresentation or warranty is made in the negotiation of the contract, with the intent to deceive, this provision of the act does away with the following provision of the New York Standard form:

"This entire policy shall be void if the insured has concealed or misrepresented, in writing or otherwise, any material facts or circumstances concerning this insurance or the subject thereof, or if the interest of the insured in the property be not truly stated herein."

If the company is induced to enter into a contract of insurance on any kind of representation or warranty, whether oral or written, regardless of how material such representation or warranty may be to the risk, or whether it was the sole inducement to the company entering into the contract, in case of loss, if the insurance company sets up the breach of warranty or the falsity of the representations as a defense, the assured can plead and prove that such representation or warranty was not made "with the intent to deceive," and leave the question one to be determined as a fact by the court or jury, and in the average case it is hardly necessary to speculate in whose favor the judgment would be rendered. Under such a provision it is in the majority of cases impossible to successfully defend an action on a policy of insurance on the ground that the contract of insurance was induced by a false representation or warranty by the assured.

This section next provides:

II.

"The breach of the warranty or condition in any contract or policy of insurance shall not avoid the policy nor avail the insurer to avoid liability unless such breach shall exist at the time of the loss and contribute to the loss; anything in the policy or contract of insurance to the contrary notwithstanding."

This provision effect practically wipes out all of the conditions of the New York Standard form of policy, thus:

- (a) Concurrent insurance without permission;
- (b) Operating a manufacturing establishment later than 10:00 o'clock at night;

- (c) Or ceasing to operate it for more than ten days consecutively;
- (d) Increasing the hazard;
- (e) Employment of mechanics in the building, altering or repairing the insured premises for more than fifteen days at any one time;
- (f) The building insured on property not owned by the insured in fee simple;
- (g) Insuring personal property that was or became encumbered by chattel mortgage;
- (h) Commencement of foreclosure proceedings on property insured;
- (i) Change in interest, title or possession of property insured;
- (j) Generating of illuminating gases or vapors;
- (k) Keeping, using, or allowing on the premises insured, benzine, etc.;

(l) The remaining vacant or unoccupied of property insured for a period of more than ten days will not avoid the policy unless such breach shall exist at the time of the loss and contribute to the loss.

This part of the law would not have been so vicious were it not for the last part thereof, that a breach of the warranty should "contribute to the loss." This again leaves to the court or jury the question of fact as to whether any breach of warranty in a policy of insurance "contributed to the loss," and for that reason avoids the contract. Those who have had practical experience in this kind of litigation know what difficulty the companies have in proving that a certain thing contributed to a loss. Take for example the watchman or vacancy clauses. How can it be proven to a certainty, by this I mean by such facts that the company would be entitled to an instructed verdict, that if a watchman had been on the premises, or if the house had been occupied, that a fire would not have occurred? True, in some cases it can be done, but in the majority, no. But the Legislature was not content to stop there. After taking away practically all the companies' defense, and in order to make doubly sure that no insurance company could escape liability on the account of a breach of warranty by the assured, this section further provides:

III.

"In case a loss occurs while a breach of warranty exists, if it contributes to the loss, the insured shall only be entitled to recover the amount of insurance, the premiums paid would purchase at the rate that would be charged without the warranty."

It seems to me that in this provision they have said it all. If the company could, perchance, overcome the difficulties set in its way by the Legislature and prove that a breach of warranty did contribute to the loss, still it would be required to pay the assured "the amount of insurance the premiums paid would purchase at the rate that would be charged without the warranty." And to leave no doubt that it had accomplished its deadly work and that no ghost of the stricken warranties or conditions of the New York Standard form should stalk,

so as to in any way turn an upright judge from his duty to bury its dead, it provided that "this section shall be liberally construed."

It will be seen, therefore, that when an insurance company would have issued a policy without a warranty of a certain fact, but would have charged a different premium for the covering of the risk, that the assured would be entitled to recover in event of loss "the amount of insurance, the premium paid would purchase at the rate that would be charged without the warranty." When the premium to be paid under such conditions could be ascertained by a reference to the rate schedules, as filed by the insurance company with the insurance commissioner of the State of Washington or as adopted by it, the section can be easily applied, but where it is uncertain or where the company would not have issued the policy but for the warranty, it is different, and as a suggestion in the way of a question—and leave to the courts of the State of Washington its determination—how is this provision going to be practically applied in certain cases? In many instances policies of insurance would not be issued without some safeguard in the form of a warranty or warranties. Such as a prohibition against keeping large quantities of gunpowder or other highly explosive substances on the premises, closed down mills and manufacturing plants without a watchman—how is it to be determined in such cases the "amount of insurance, the premiums paid would purchase" without the warranty?

It seems to me that in such cases if the breach of warranty contributed to the loss that the policy would be void, notwithstanding this provision of the statute.

In studying section 34, I reached the conclusion that it was inoperative for the reason that it was totally inconsistent with the general act and totally at variance with sections 31, 80 and 106 of the act, and in the case of *E. H. Stanton & Co. v. Rochester German Underwriters Agency*, tried recently in the District Court of the United States for the Eastern district of Washington, reported in 206 Fed. 978, I presented this question to the court but its decision was adverse to my contention and as this question is one of great importance I will take the liberty of quoting from this decision:

"The defendant contends, however, that this provision is in conflict with other sections of the act and particularly with section 106, adopting the New York standard form of policy as now or may be hereafter constituted, and that the operation of section 34 must be limited in point of time to the first day of January, 1912, when section 106 became operative, or if its operation can not be so restricted that it was repealed by later conflicting provisions of the same act. I can not agree with either of these contentions. No reason has been suggested why the Legislature should attempt to fill a temporary gap covering the brief period between ninety days after the adjournment of the 1911 session and the first day of January following, or why a warranty in an insurance policy should have a greater effect after January 1, 1912, than before, and I discover none. The Legislature evidently intended that section 34 should form a part of the permanent insurance code of the State and it is the duty of the courts to give full scope to the

law as enacted. Nor is there any such conflict between section 34 and later sections as will work a repeal of the former. By one section the Legislature has prescribed a form of contract and by another has declared the force and effect of that contract. This is not at all uncommon in legislation. Legislation often prescribes the form of a deed or other instrument and then gives to it an effect which the courts could not give under the accepted canons of statutory construction. But the legislative will is supreme in that regard. Its powers are not restricted by the rules of construction; it may override both and often does. In this case it has simply defined the force and effect of a breach of warranty in an insurance policy or contract, and it was entirely competent for that body to do so."

This case was not appealed and therefore is not a final adjudication on the question presented.

It seems to me that if section 34 is valid that the present rate tariffs filed or adopted by the insurance companies in Washington is based upon the wrong theory and unfair both to the insurance company and the ordinary insurers in that State. All rates on insurance are based, of course, on the hazard assumed by the company and upon the promises of the assured to do or refrain from doing some particular act or acts, and in the ratio of the importance of the provisions of the policy to be kept by the assured, the premiums are increased or decreased, and if the promises so made by the assured can not be enforced, then in fixing the premiums on a given risk they should be disregarded and should not be taken into consideration. The rate schedules filed or adopted by the insurance companies with the commissioner of insurance of the State of Washington are replete with provisions and conditions upon the promises of compliance with or the failure to comply with by the assured, his premiums for insurance are increased or decreased, and yet these provisions, if contained in or endorsed upon the policy are but empty words and void conditions which the assured can break with impunity, subject only to a limited liability on his part as hereinbefore discussed. Why then should this empty form be contained? Why should not the insurance companies then base their premiums on hazards assumed, disregarding the conditions or warranties contained in the policy as not being of any binding force upon the insured. To more fully illustrate this proposition and, as an example, take the Stanton case above referred to. Under the basic rate of the McKenzie schedule, as filed and adopted by many of the insurance companies, the premiums for insurance on this plant under the policies issued, without the warranty to keep the A. D. T. watch and clock system, was \$3.25. With such warranty it was \$2.77½. The policies issued all contained this provision, "It is a part of the consideration of this policy and the basis upon which the rate of premium is fixed that the insured shall maintain upon the within insured premises, forty combination night watch and fire alarm boxes of the American District Telephone Company. * * * It is hereby warranted by the assured that one or more watchmen shall continually be on duty in the premises herein described, nights, Sundays and holidays—watchman services being under A. D. T. watch and clock system."

LIFE INSURANCE

SAN FRANCISCO LIFE INSURANCE COMPANY

Again Makes an Excellent Showing—Gains in Assets, Premiums and Insurance in Force

The San Francisco Life Insurance Company, which is conservatively managed and is growing in a healthy way, now has, in round numbers, some \$8,000,000 outstanding insurance. The increase last year was over \$2,000,000. There was a gain in assets, the interest yield on which was 6.90 percent as against 6.30 in the previous year. We refer, of course, to the interest yield on mean invested assets.

Policy reserves increased nearly \$100,000; the gain in assets was some \$25,000, and in premium income, over \$59,000.

This young company has already attained a large amount of business, which has been so well selected that the mortality has been only 44 percent of the "expected." The tables of mortality in general use give \$89,123 as the expected death claims but the actual experience of the San Francisco Life has been \$39,497. This is a gain for the company of some \$50,000.

In the past year the company developed a large number of new agencies in Oregon and Washington, which should produce substantial returns in 1914 and swell the total of new business.

The director of agencies, L. B. Messler, is properly proud of the work of his department, for it produced \$4,119,000 of new paid business, an increase of \$375,000 over 1912's figures.

The list of directors of this California company is an interesting one. It includes leading business men of San Francisco, Los Angeles, San Bernardino, Sacramento, Palo Alto and Highland—bankers, fruitgrowers, merchants, manufacturers, capitalists, a lawyer and a judge.

General John A. Koster, a San Francisco manufacturer, is president; E. D. Roberts, president of three banks, and the treasurer of the state of California, is first vice presi-

dent; I. A. Ewing is fourth vice president and general manager; Gordon Thomson, F. F. A., of good English training, is secretary and actuary, and George D. Clark, of a well known San Francisco firm, is treasurer.

The agency department is in charge of L. B. Messler, director of agencies, and Charles A. Cohen, supervisor of agents. These are two experienced life insurance men, who pursue methods which make for the permanent success of their company.

The Spark of Enthusiasm

Sometimes, you see people by the dozen, week in and week out, and you don't land an application. You say the same words, you talk just as earnestly, you get people interested, but you don't bring your positive side quite close enough to their negative side to produce the spark. What's the matter?

You lack enthusiasm and concentration, that's all.

A little more life, a bit more will, a touch of obstinacy, a dash of eagerness, with just one prospect who can and must be closed, and there lies all the difference between hundreds or thousands of dollars in commissions, and nothing at all.

You don't need a city of a hundred thousand inhabitants to do business.

You don't need a town of one thousand.

You need just one man.

Therefore, one prospect at a time, your whole mind and energy devoted to him alone. See him today at ten o'clock. See him tonight at seven. See him tomorrow morning at breakfast. Land him, or drop him, then off to the next man. That's the way to write applications, and to make money.

A man can accomplish whatever he desires, if he desires it with his whole heart and soul.—N. Y. L. Bulletin.

San Francisco pays one-half the inheritance taxes collected by California. But this is not because one-half the people die in that city.

LIFE INSURANCE BUSINESS IN CALIFORNIA IN 1913

Name of Company	Policies in Force at the Beginning of the Year		Policies Issued during the Year		Policies Terminated During the Year		Policies in Force at the End of the Year		Total Premiums Received	Total Losses and Claims Paid
	Number	Amount	Number	Amount	Number	Amount	Number	Amount		
Ordinary										
Aetna Life	7221	\$15,594,608	1603	\$3,306,779	1235	\$2,672,766	7589	\$16,228,621	\$180,533	\$182,503
Amicable . . . . .	. . .	. . . . .	No	business	. . .	. . . . .	. . .	. . . . .	. . . . .	. . . . .
American National . . . . .	. . .	. . . . .	20	42,754	. . .	. . . . .	20	42,754	. . . . .	None
Bankers of Des Moines	11040	22,257,500	2131	6,545,000	3937	8,177,500	9534	20,625,000	180,842	259,000
California National	Reinsured during 1913	7,350,500	1009	2,769,285	283	1,448,113	2592	8,671,672	341,042	29,059
California State	1866	. . . . .	. . .	. . . . .	. . .	. . . . .	. . .	. . . . .	. . . . .	. . . . .
Columbia L. & T.	68	190,117	60	209,724	19	59,000	109	341,141	7,569	None
Columbian National of Boston	854	2,393,685	220	514,405	120	357,965	954	2,550,125	72,603	9,500
Connecticut General . . . . .	. . .	. . . . .	10	16,000	. . .	79	10	15,921	9,011	. . . . .
Connecticut Mutual of Hartford	3740	7,429,964	589	1,239,247	465	855,035	3864	7,814,176	236,224	241,290
Continental L. & L.	14322	309,345	. . .	583,000	. . .	110,837	. . .	781,508	32,953	None
Equitable . . . . .	. . .	41,605,133	1916	6,181,500	885	2,885,664	15353	44,900,969	1,939,132	572,396
Fidelity Mutual	2103	5,459,697	168	597,682	106	372,362	2165	5,685,017	199,395	71,354
Germania	2375	5,353,286	253	729,500	149	444,482	2479	5,638,304	201,040	171,471
Great Republic . . . . .	. . .	. . . . .	655	2,196,665	63	231,387	592	1,965,278	82,572	None
Home Life of New York	1920	4,207,558	189	491,062	149	401,857	1960	4,299,763	164,747	77,294
International	51	142,500	571	1,723,237	95	401,940	527	1,463,797	21,323	5,000
Manhattan	1073	2,210,385	69	148,665	87	264,070	1055	2,091,980	67,101	87,295
Massachusetts	1539	3,649,247	310	928,394	109	323,569	1740	4,254,072	197,076	64,930
Metropolitan of New York	23316	21,821,482	7460	6,877,211	2422	2,228,008	28354	26,470,605	970,336	181,194
Missouri State	290	805,021	362	1,114,558	153	481,923	499	1,437,656	52,389	19,000
Mutual Life of New York	21516	53,310,783	1759	5,452,553	994	3,427,022	22281	55,336,314	1,835,215	1,289,519
Mutual Benefit	6038	17,607,991	912	2,449,456	322	938,175	6628	19,119,272	630,934	185,363
National L. of U. S. A.	1288	3,636,205	216	556,093	247	995,808	1257	3,196,490	106,601	36,664
National Life of Vermont	2240	5,398,523	192	556,705	127	360,889	2305	5,594,339	180,217	77,950
New England Mutual	5580	11,838,990	612	1,448,452	405	972,790	5787	12,314,652	411,782	231,359
New World	10	21,500	87	181,700	6	15,000	91	191,200	7,214	2,500
New York	25287	53,390,048	4016	8,058,486	1629	3,817,986	27674	57,630,548	2,638,280	1,091,684
Northwestern Mutual	15314	39,617,723	1428	4,984,300	24	436,080	16748	44,165,943	1,155,643	630,216
Occidental Life of Los Angeles	3009	6,745,512	1198	2,549,299	745	1,623,352	3162	7,671,489	277,768	30,514
Pacific Mutual	20201	41,869,657	2564	7,064,063	1490	3,564,555	21275	45,369,165	1,708,204	413,482
Penn Mutual	7869	21,331,139	702	2,235,116	120	258,070	8451	23,308,185	886,643	281,053
Philadelphia	254	979,104	311	845,225	163	555,752	402	1,268,577	21,983	3,550

Pittsburg L. & T.	1139	3,634,290	184	893,804	236	1,144,852	1087	3,383,242	84,848	64,617
Phoenix Mutual	2438	4,959,933	509	1,105,443	192	439,463	2755	5,625,913	228,930	68,570
Providence L. & T.	3700	8,638,587	912	2,424,392	300	961,372	4312	10,101,607	323,200	73,765
Prudential of Newark	11320	15,876,311	3121	4,128,630	995	1,605,517	13416	18,399,424	576,318	159,405
Reliance	679	1,341,010	448	813,872	119	327,891	1008	1,826,991	56,543	13,000
San Francisco Life	1732	5,375,236	1238	3,292,857	485	2,116,761	2485	6,551,332	235,941	22,721
Scranton	430	1,143,360	67	195,736	201	562,750	296	766,346	28,607	2,060
Security L. of A.	273	567,572	90	148,948	73	145,314	280	571,206	18,080	8,503
Standard			81	181,956	15	40,860	66	141,096	3,704	None
State	778	3,510,247	35	94,944	84	380,497	729	3,224,694	124,831	10,000
Travelers of Hartford	4794	11,465,597	1351	2,891,419	412	926,407	5733	13,430,609	431,822	83,315
Union Central of Cincinnati	2710	7,332,149	400	1,233,806	165	489,552	2975	8,076,403	331,815	54,368
Union Mutual of Maine	2965	4,313,541	277	605,925	204	321,652	3038	4,597,814	161,516	49,004
West Coast Life of San Francisco	3203	7,359,944	1363	3,474,705	819	1,404,527	3747	9,430,122	312,701	61,673
Western States	2932	7,265,950	1710	3,783,113	894	2,149,985	3748	8,899,078	339,496	25,600
Totals (Ordinary)	219,537	479,314,260	43,678	97,868,666	21,743	51,699,516	241,472	525,483,410	18,454,772	6,944,709
Industrial										
American National			1,505	251,306			1,505	251,306	1,225	10
Germania	1	200	1	200	None	None	2	400	8	None
Metropolitan of New York	230,982	38,375,359	54,010	7,146,564	24,611	4,376,766	260,381	41,145,157	1,301,913	384,696
Prudential of Newark	77,555	11,657,536	39,006	6,085,491	22,347	3,388,102	94,214	14,354,915	451,865	81,955
West Coast Life of San Francisco	25,705	3,742,758	20,479	3,114,044	14,865	2,314,887	31,319	1,541,915	188,309	42,611
Totals (Industrial)	334,243	53,775,873	115,001	16,597,605	61,823	10,079,755	387,421	60,293,723	1,943,321	509,233
Grand Totals	553,780	\$533,090,133	158,679	\$114,466,271	83,566	61,779,271	628,893	\$585,777,133	\$20,398,093	\$7,453,962

CALIFORNIA LIFE BUSINESS IN PREVIOUS YEAR, 1912. WITH TOTALS FOR 13 YEARS

Name.	New Policies Written and Paid For			Policies Renewed.			Policies in Force Dec. 31, 1912.		Losses & Endow'ts Paid.
	No.	Amount.	Prem'm	No.	Amount.	Prem'm	No.	Amount.	
Etna	1020	\$2,352,433	\$ 73,235	4684	\$10,645,374	\$369,790	7221	\$15,594,607	\$275,852
*Bankers Life	257	694,000	14,209	15	41,000	1,272	11040	22,257,500	264,000
California Nat'l	321	1,046,547	38,952	200	798,650	11,636	521	1,845,197	1,000
California State	1868	7,361,500	308,819				1866	7,350,500	11,000
Columbia L & T	51	168,117	3,287	17	22,299	1,621	68	190,416	
Columbian National	209	545,648	13,887	645	1,848,037	55,580	854	2,393,685	5,000
Connecticut Mutual	280	618,000	18,891	3460	6,811,364	206,971	3740	7,429,904	142,426
Equitable	1498	5,235,552	192,532	12904	36,626,944	1,597,238	14322	41,605,133	963,551
Fidelity Mutual	197	560,982	20,288	1906	4,898,715	176,665	2103	5,459,697	74,174
Germania	221	712,547	25,254	2154	4,640,739	171,897	2375	5,353,286	145,704
Home	203	559,273	19,648	1717	3,648,284	149,727	1920	4,207,558	72,251
International	2	7,000		6	8,000	1,570	8	15,000	
Manhattan	152	204,944	3,029	921	1,969,141	69,068	1073	2,210,385	84,926
Massachusetts	259	869,221	26,484	1280	2,780,026	150,076	1539	3,649,247	63,381
Metropolitan	5516	5,081,629	142,852	18840	17,597,764	672,287	23316	21,821,482	167,483
Missouri State	256	659,520	15,956	34	145,500	2,157	250	805,020	2,254
Mutual Life	1778	5,007,668	182,371	19738	48,303,114	1,555,015	22516	53,310,772	997,652
Mutual Benefit	885	2,484,070	94,439	5153	15,123,921	584,878	6038	17,607,991	153,289
National, U. S. A.	269	1,056,557	33,176	1019	2,579,648	86,424	1288	3,636,205	
National Life	247	727,000	20,562	1993	4,671,523	152,151	2240	5,330,852	77,892
New England	489	1,246,703	47,708	5091	10,592,287	345,738	5580	11,838,990	237,743
New World	10	245,000	1,169				10	245,000	
New York Life	2922	6,315,728	239,332	20338	44,205,884	2,135,097	25287	53,390,048	1,026,328
Northwestern	1378	4,448,380	148,144	13900	35,169,343	892,885	15344	39,617,723	545,053
Occidental	1078	2,161,210	76,786	1967	4,664,462	161,185	3009	6,745,542	9,630
Pacific Mutual	2419	6,400,247	227,673	14542	31,810,855	1,372,051	20201	41,869,657	423,240
Penn	652	2,185,353	86,999	7217	19,145,706	752,725	7869	21,331,139	202,328
Philadelphia	280	1,091,502	23,278				254	979,104	
Pittsburgh	272	1,505,658	15,433	867	2,128,632	77,537	1139	3,634,290	52,441
Phoenix	477	985,727	30,870	1961	3,974,206	173,788	2438	4,959,933	93,910
Provident	532	1,542,134	37,904	3168	7,096,453	247,097	3700	8,638,587	62,415
Prudential	3056	4,434,769	113,271	8282	11,431,559	388,471	11320	15,876,311	105,703
Reliance	379	679,860	20,749	300	661,150	18,403	679	1,341,010	1,000
San Francisco	1244	3,996,085	117,644	652	1,865,650	59,768	1732	5,375,235	6,300
Scranton	380	1,006,360	22,872	368	1,078,000	26,391	420	1,143,360	2,500
Security	96	179,072	3,549	167	363,000	14,257	263	542,072	3,000
State	79	374,205	10,447	699	3,136,042	129,347	778	3,510,247	15,000
Travelers	1016	2,322,873	59,831	3778	9,142,724	297,632	4794	11,465,597	102,361
Union Central	450	1,269,950	40,594	2290	6,062,199	281,075	2740	7,332,149	292,664
Union Mutual	158	269,000	8,770	2807	4,044,541	147,550	2965	4,313,541	55,040
West Coast Life	1267	2,291,312	86,650				3203	7,359,944	32,419
Western States	1893	4,419,350	166,206	1039	2,846,600	119,403	2932	7,265,950	29,678
Totals (Ordinary) 1912	36016	85,162,790	2,833,868	168045	367,621,349	13,884,429	209222	459,131,112	6,449,765
Totals for 1911	27279	62,932,692	2,230,718	149059	323,163,982	12,437,561	185146	402,680,989	5,526,634
Totals for 1910	24365	54,379,797	1,844,910	127128	272,729,112	11,625,199	169397	391,875,291	4,666,892
Totals for 1909	21766	48,341,166	1,535,619	113687	246,366,960	10,841,952	156225	335,225,707	4,320,314
Totals for 1908	17253	40,568,218	1,284,974	115661	246,135,206	10,282,719	141802	303,651,156	4,275,310
Totals for 1907	17130	37,219,800	1,194,165	103603	227,917,367	9,781,096	141091	303,038,614	5,056,817
Totals for 1906	23734	36,284,407	1,316,215	103091	238,242,096	9,528,238	139629	295,433,138	4,141,378
Totals for 1905	32701	51,534,852	1,954,049	89869	229,573,761	8,806,998	139046	292,875,726	3,436,491
Totals for 1904	35542	59,142,784	2,319,663	71653	207,041,612	7,919,512	129946	274,704,286	3,172,815
Totals for 1903	31666	55,439,540	2,258,994	59002	174,249,091	6,653,647	107815	239,838,747	2,901,732
Totals for 1902	21283	41,508,991	1,868,163	50068	163,483,687	5,778,122	83976	200,836,670	3,086,226
Totals for 1901	15251	32,950,280	1,362,902	43203	132,736,590	4,879,136	71800	176,271,625	2,975,897
Totals for 1900	14087	29,770,386	1,250,618	7905	118,758,268	4,432,794	6100	158,157,035	2,430,649
INDUSTRIAL									
Metropolitan	41780	6,954,093	95,619	181570	32,430,204	1,111,051	230982	38,375,359	323,183
Prudential	1912	5,610,506	65,748	56798	8,598,512	295,866	77555	11,657,556	61,426
West Coast Life 1912	19197	2,936,655	72,547	6208	806,393	153,953	25705	3,742,758	36,068
Totals (Indust'l) 1912	97978	15,500,964	163,915	244576	41,835,109	1,560,871	334242	53,775,673	420,678
Totals for 1911	89844	13,816,386	204,644	202347	35,495,433	1,265,958	284062	46,092,104	354,328
Totals for 1910	90569	14,307,792	197,743	180033	31,979,211	1,087,672	241742	40,040,942	304,356
Totals for 1909	77104	10,647,380	125,353	151094	27,584,658	933,435	202435	34,406,886	275,575
Totals for 1908	57425	8,975,460	76,645	127825	23,857,499	843,817	165636	28,578,770	222,932
1907	53260	9,198,086	188,091	110994	21,353,411	728,496	149026	26,588,980	212,702
1906	53572	10,253,241	84,322	96839	18,536,291	656,356	125434	22,798,849	211,381
1905	45320	8,480,949	99,060	95270	18,366,288	636,645	123150	22,781,076	175,855
1904	44180	8,538,328	90,880	86106	16,712,793	576,272	112208	21,156,520	169,934
1903	43458	8,660,765	222,621	77081	14,955,494	384,451	99919	19,214,475	148,061
1902	60880	10,202,571	346,916	66098	13,104,177	447,103	92562	18,164,855	117,748
1901	82979	18,233,327				151,309	80603	13,644,260	30,593
1900	54304	10,554,720		33530	6,226,372	356,419	63876	12,000,127	6,2669

† First week's premium only.

* Assessments received on Assessment Certificates, \$292,428.

The Travelers Insurance Company

This old Hartford company made notable gains in assets, new life business and insurance in force during 1913. It begins its jubilee year with over \$316,000,000 life insurance in force and about \$88,000,000 assets.

In the past year the Travelers wrote \$56,328,107 new life business paid for and increased its outstanding insurance \$35,854,992. The gain in new life business was about \$8,000,000. This company has a liberal disability clause in its life policies.

The Travelers is the oldest accident company. It also writes health and liability and compensation insurance. Over 13 millions of its \$22,418,013 premium income comes from its miscellaneous departments.

The company holds a leading place on this Coast, where it is successfully represented by A. S. Holman, L. A. Greenwood and Malcom Hughes, at San Francisco, Los Angeles and Seattle.

Home Office Rally

The Travelers, which celebrates its 50th anniversary in 1914, holds a meeting of its best producers at the home office, the first week of next month. Both agents and brokers will enjoy the hospitality of the company, which pays all expenses.

A Suggestion

There is altogether too much borrowing on life insurance policies, from the companies. The specific purpose of the life insurance contract is thereby in part defeated. A part of the death benefit is withdrawn and diverted during the life of the insured—and often without the knowledge of the beneficiary, who often is the direct or indirect payer of the premium.

Here is our suggestion: make the beneficiary's endorsement of the application for a policy loan a condition of granting such loan.

Legislators eager to pose as protectors of the dear people might attract attention and make political capital by introducing a bill making such a condition a part of every valid life insurance policy.

Union Mutual Life Ins. Co. Good Year

The Union Mutual Life Ins. Co. of Portland, Me., during 1913 made an increase in new business of 106 policies for \$724,627 of insurance. The total issues for the year having been 3,564 policies for an aggregate insurance of \$6,931,378. The premium income was increased by \$90,679 to a total for the year of \$2,369,850. Total income for the year was \$3,250,508, an increase of \$132,510.

Insurance in force at the close of the year amounted to \$65,058,956, under 43,846 policies, the increase during 1913 having been \$1,567,103 under 220 policies.

Assets amount to \$19,357,104, and total liabilities to \$18,598,549. Of the latter item, \$17,096,402 represents reserve on outstanding policies and \$1,502,147 all other liabilities. The company, therefore, has a good working surplus of \$758,555.

Life insurance policy loans have grown, in this country, from \$18,804,810 in 1888 to \$57,258,660 in 1898, \$413,265,207 in 1908 and \$587,704,733 in 1912. In 1888 the ratio of loans to reserves 3.32, and in 1912 it was 16.03. *Every year since 1892 shows an increase!* But why lament? The security is the best! THE RESERVES would be MUCH SMALLER if there were no LOAN OPTIONS! All west of the Mississippi are the greatest borrowers. This is a sign of prosperity and growth. Only Admiral Piffle would care to argue and theorize and moralize over the figures. The more the companies LEND, the more new business they WRITE. Commodore Dryasdust will please take notice.

Construction of the Exposition Auditorium which is being erected in the Civic Center by the Panama-Pacific International Exposition Company, is progressing rapidly. One of the architects reports that the steel is all in place and that the building is 25 per cent completed from a time standpoint. The insurance congress will meet in this building.

The Travelers is paying five accident death claims on lives lost in the St. Louis athletic club fire.

FIRE AND MARINE INSURANCE

California Insurance Company

The annual statement of this old company shows the possession of nearly \$600,000 surplus as regards policyholders, a sum equal to more than half the \$1,141,200 cash assets. For every dollar of liabilities the California has more than two dollars of assets, as regards the policyholders; and in addition to this "two for one" there is the liability of its stockholders and the backing of millions.

The principal figures of the annual statement are much the same as they were a year ago.

Secretary Brooks had a 41 percent Coast loss ratio for his office last year. This is about seven points lower than the general Coast ratio.

60 Years Old

The Hamburg - Bremen Fire Insurance Company of Hamburg, Germany, is 60 years old in this 1914.

The pioneer German fire insurance company in America is now advertising for agents in all unrepresented places in the Pacific West. It is the Hamburg-Bremen Fire, which has been operating in the United States continuously since 1858. Applications for agencies should be sent to the company at 123 William street, New York, or to Macdonald & Miles, 340 California street, San Francisco.

Death of Manager McElhone

Frederick Halsey McElhone, of Marshall & McElhone, managers of the Central department of the Fireman's Fund, died of heart failure March 13, aged 54.

The deceased was also well known in Texas and elsewhere in the Southwest, where he had traveled as a special agent. The Fireman's Fund regarded him as one of its most capable representatives.

Canada.—At last accounts, the Rimouski Fire had ceased writing and was looking for a helping hand reinsurer.

British America

This Toronto company had \$2,000,798 income in 1914 and paid out in losses, expenses and taxes, \$1,976,554, leaving a very favorable balance of \$224,243. We congratulate Manager Meikle.

Queen Insurance Company of America

The assets of this company are now \$9,980,013, a gain of \$421,914. The reinsurance reserve is \$4,500,644, a gain of \$117,772. The amount at risk is \$777,471,412, a gain of \$29,775,102.

The Queen's premium income last year was \$4,968,750, with 53 percent losses and 38 percent expenses. The underwriting experience of this company is very satisfactory to all concerned. Baltimore and San Francisco conflagration years are the only exceptions.

The Queen is represented by Rolla V. Watt on this Coast.

The Commercial Fire of Washington, D. C., had \$110,146 premiums in 1914, and incurred \$172,512 losses, or 156.7 percent. Expenses were \$142,175 or 129.1 percent. Assets are \$759,187 and net surplus is \$100,498. Very large decline in assets, surplus and premiums. This company operates under the management of the First National Fire. Is the latter to absorb the former? Perhaps.

The Chicago or Western department of the Hamburg - Bremen Fire has been abandoned. All agents in that field will hereafter report to United States Manager H. N. Kelsey at New York. Conrad Wilkowsky, general agent at Chicago retires because of long continued ill health. He has been the Western general agent of the company for forty-two years.

New Orleans.—The Hibernia has reinsured in the Home of New York. In its (Louisiana) field the Hibernia wrote nearly all the Roman Catholic business and had a premium income of about \$60,000.

CALIFORNIA MARINE BUSINESS IN 1913

As Reported to State Insurance Department

AUTOMOBILE BUSINESS NOT INCLUDED

Name of Company	Amount Written	Premiums Received	Net Losses Paid	Loss Paid Ratio	In Force Risks	Dec. 31st. Premiums
Ætna, Hartford	\$13,475,435	\$300,265	\$273,681	91.1	\$3,961,031	\$228,072
Alliance, London	770,592	7,003	53,125	758.6	269,485	2,709
Alliance, Philadelphia . .	2,895,449	46,210	34,991	75.7	507,381	32,144
Allianz, Germany	304,405	7,347	None	. .	169,295	6,360
American & For.	25,245,416	13,064	398	3.0	56,330	11
Atlantic	850,280	1,110	None	. .	338,000	34
Boston	3,360,971	82,685	52,455	63.4	1,187,466	67,355
British & Foreign	32,204,240	92,725	118,155	127.4	1,147,639	21,499
Canton, Hongkong	28,781,130	150,961	142,809	94.6	1,188,406	61,870
Commercial Union, Lon . .	62,773,873	35,482	53,524	. .	868,023	10,368
Continental of N. Y. . . .	4,300	62	None	. .	2,000	62
Federal	13,410,371	20,071	9,251	46.0	443,055	5,954
Fireman's Fund of S. F. . .	89,220,598	393,682	198,927	50.5	5,293,283	186,783
Fonciere Transports	9,160,395	37,983	31,181	82.2	517,793	12,626
General	3,382,710	11,734	3,421	29.1	77,291	377
Hartford Fire	1,796,903	34,173	11,459	33.5	3,626,902	69,902
Home of N.Y.	5,185,763	6,020	None	. .	59,300	1,066
Ins. Co. of North America	17,403,965	150,618	104,488	69.3	1,749,662	86,808
Indemnity	843,771	11,755	855	7.2	140,228	5,699
London	17,436,017	35,435	21,496	60.6	539,411	19,489
Mannheim	45,532,683	91,615	58,468	64.9	968,298	40,801
Marine	4,180,390	7,148	54,358	760.4	166,236	1,939
Maritime	2,558,241	41,417	40,072	77.7	745,625	25,804
Nord Deutsche	419,005	6,404	None	. .	195,340	6,055
North China	5,035,896	34,233	32,106	93.4	352,581	14,171
Ocean	6,359,478	22,518	17,812	79.1	531,852	15,618
Phoenix, London	9,105,463	59,711	24,327	. .	1,585,936	48,522
Providence-Washington . .	4,892,205	61,774	42,289	68.1	662,068	38,875
Queen of N.Y.	5,382,613	1,066	. . .	. .	2,450	49
Reliance	551,070	6,493	291	04.4	334,965	3,387
Royal, Liverpool	4,709,880	3,251	700	21.5	58,035	774
St. Paul F. & M.	6,735,691	70,229	38,260	54.4	1,277,725	37,583
Sea	8,646,559	35,466	46,456	130.9	615,658	5,671
Standard	18,000,421	75,883	74,556	98.2	960,517	34,334
Subscribers at U. S. Lloyds	11,218,338	90,350	46,870	51.8	. . .	. . .
Switzerland General	32,134,697	180,406	140,394	77.8	1,434,053	67,412
Thames & Mersey	6,054,499	58,774	78,500	135.2	1,013,237	39,497
Union Marine	8,160,958	81,331	103,744	127.8	798,071	37,808
Western, Toronto	4,856,556	20,622	28,872	140.0	556,377	19,680
Yang-tsze	12,548,407	77,897	73,030	93.7	1,075,082	50,987
Totals	\$611,191,824	\$2,464,977	\$2,011,325	81.5	\$35,476,087	\$1,308,111

SPRINGFIELD F. & M. INSURANCE COMPANY

A Prosperous Company with Increasing Business—Has Passed the 6-Million Post in Income

The Springfield Fire & Marine Insurance Company is essentially an underwriting institution, because it uniformly makes a profit out of its underwriting. Only the San Francisco conflagration year is an exception. The substantial profit in this department was added to the funds for the protection of the policyholders of the company. There is good managerial talent in the direction of affairs but there is also a fine class of business which seeks the protection of the Springfield.

Last year the premium income advanced from \$5,456,731 to \$5,743,118, and the total income, from \$5,961,979 to \$6,218,767, making the company a six-millionaire in point of income. The loss ratio was 52 percent. It was a very good year.

The company is growing in assets, and every year shows an increase in reinsurance reserve. Probably this year the amount at risk will total a billion, and the assets be near 12 million.

On this Coast Geo. W. Dornin, the manager, writes a handsome total yearly, with a substantial underwriting profit.

Lost Nearly \$2,000,000

Missouri's fire loss ratio in 1913 was 84.4 percent of the premiums. The companies lost \$1,800,000 on Missouri business. The state has been monkeying with the rates and penalizing the agents for carrying rate-books.

Advertising.—Underwriters at Lloyds prohibit themselves from advertising, but they beat the rule by writing through organizations which do advertise. Many Lloyds underwriters are tricky fellows. They are known as "cheap-jacks." But they are tolerated by the better class of underwriters.

The German Alliance increased its reinsurance reserve, surplus and premiums in the past year.

Gained Over a Million Premiums in 1913

Fireman's Fund gained \$1,990,181.

Home of New York gained \$1,579,263.

Hartford Fire gained \$1,011,254.

These premiums include marine also.

200 Years Old

The Union Assurance Company is two hundred years old this year.

Insurance Digest

This work for 1914 contains 804 cases and citations. There are 208 fire cases and 165 life, and only 75 accident and 13 marine. The fraternalists seem to have, with 160, more than their share, "seeing as how" they are brotherly and live in sweet charity and good will. Of the rapidly growing "miscellaneous" writers, 183 cases are in court.

This very valuable legal annual does not grow smaller—partly because legal lore does not grow larger.

The same old objections are yearly raised and the courts make the same old rulings.

Out of 626 cases in which the companies were directly involved, judgments of the trial courts were against them in 448 cases and for them in only 178. What's wrong? May it not be well to change lawyers? Of the cases appealed, the companies won only 42 percent. In the lower courts they were successful in but 28 percent.

The Index to Digest Vol. XXVI pleases us mightily.

Rough Notes Co., Indianapolis, is the publisher.

San Francisco.—Bids are called for April 1 for the construction of the central station for the fire and police signal alarm station. The station will be in Jefferson square, near Gough and Golden Gate avenue. The most modern and the only perfect system in the world is planned. Fire chiefs and underwriters' engineers will be consulted. Among them are Engineers Booth of the National Board and Robertson and Mitchell of the Pacific Coast Board of Fire Underwriters.

Denver.—E. J. Miller has been appointed state agent for the Hamburg-Bremen for Colorado.

Largest Fire Insurance Company—Chartered by the State of Massachusetts

1849--Incorporated 1849--Charter Perpetual--1914

SPRINGFIELD

FIRE AND MARINE INSURANCE COMPANY
OF SPRINGFIELD, MASSACHUSETTS

Cash Capital, \$2,500,000

A. W. DAMON, President

ANNUAL STATEMENT, JANUARY 1, 1914

ASSETS

Cash on hand, in banks and Cash Items	\$ 826,371 56
Cash in hands of Agents and in course of collection	1,091,056 80
Accrued Interest	61,012 52
Real Estate Unincumbered	300,000 00
Loans on Mortgage (first lien)	1,994,970 00
Bank Stocks	1,865,772 00
Railroad Stocks	2,781,650 00
Miscellaneous Stocks	1,213,330 00
Railroad Bonds	250,290 00
State, County and Municipal Bonds	427,930 00
Miscellaneous Bonds	131,520 00
Total Assets	\$10,943,902 88

LIABILITIES

Capital Stock	\$ 2,500,000 00
Reserve for Re-insurance	5,286,834 80
Reserve for all Unpaid Losses	483,024 63
Reserve for all other Liabilities	342,669 59
Total Liabilities	\$ 8,612,529 02
Surplus to Policyholders, - - - -	\$ 4,831,373 86
Losses Paid since Organization, - - - -	\$58,525,255 78

PACIFIC COAST DEPARTMENT

Kohl Building, - - San Francisco

GEO. W. DORNIN
MANAGER

JOHN C. DORNIN
ASST. MANAGER

SUPERINTENDENTS OF AGENCIES

GEO. C. GODDING

FRANK H. YOUNG

J. E. CRANDALL

J. F. R. WEBBER

C. H. ANDERSON

L. B. ROGERS

Agencies in All Prominent Localities Throughout the United States and Canada

California Fire Business in 1912, 1913

Present Population 2,550,000

Reported to The Coast Review

Company	Prem's 1912	Prem's 1913	Losses Incur'd
Aachen & Munich . . . \$	3,237	\$ 2,478	\$ 23
Aetna	561,607	519,547	191,458
Agricultural	147,613	129,727	*58,354
Alliance	61,232	58,208	29,788
American	153,741	160,180	72,609
American Central . . .	127,371	126,472	60,391
American Druggists . .	5,996	6,262	*217
Arizona	3,191	6,134	*1,850
Atlas Assur.	215,979	198,274	12,736
Austin	31,605	27,472	*21,885
Boston . . . . .	..	39,029	10,495
Caledonian	130,355	153,008	62,648
Caledonian-American .	5,844	4,078	1,803
California	291,161	239,704	*108,014
Camden Fire	29,070	68,534	29,494
Capital	14,367	28,522	*11,700
Century	4,311	2,321	*13,941
Citizens, Md. . . . .	..	988	4,934
Citizens, Mo.	73,224	69,451	40,657
City of New York . . .	62,981	62,445	*37,418
Colonial	95,783	119,418	44,649
Commercial Fire . . .	34,605	10,661	*5,407
Commonwealth N. Y..	17,617	25,864	2,754
Commonwealth, Tex..	34,605	27,472	*21,885
Com'l Union Assur. . .	187,626	143,410	54,857
Com'l Union Fire, N.Y.	15,003	15,428	3,666
Concordia Fire	80,570	75,210	52,204
Connecticut Fire . . .	260,492	242,118	93,566
Continental Fire . . .	436,265	410,627	*200,983
Delaware Und.	2,474	37,238	6,946
Detroit F. & M.	1,224	17,636	2,748
Dubuque F. & M. . . .	53,809	65,381	*28,040
Eastern Underwr. . . .	43,540	36,269	15,675
Equitable F. & M. . . .	53,422	46,508	22,982
Fidelity-Phenix	177,959	198,090	*31,475
Fire Association	151,727	142,544	*51,333
Fireman's Fund	540,633	541,096	238,131
Firemens, Newark . . .	114,929	112,879	57,003
First National Fire . .	..	23,919	*5,016
Franklin Fire	77,601	67,212	*46,994
German, Ill	22,207	22,469	*18,666
German, Pittsburg . . .	49,264	41,559	32,061
German Alliance	24,911	22,572	8,971
German-Amer., N. Y. .	398,710	375,260	191,872
German-Amer., Penn. .	2,091	9,962	1,011
Germania Fire	23,046	31,935	10,886
Girard F. & M.	58,800	64,493	*31,249
Glens Falls	93,634	84,013	*38,994
Globe & Rutgers	129,535	122,844	47,344
Globe Underwriters . .	11,119	12,103	1,469
Hamilton Fire	7,431	6,115	1,986
Hanover Fire	63,782	74,697	32,179
Hartford Fire	619,225	584,527	231,017
Home, N. Y.	878,094	842,637	359,524
Home Fire, Utah	15,513	24,737	7,716
Humboldt Fire	9,022	59,048	17,703
Ins. Co. State of Penn. .	45,348	65,451	*41,302
Ins. Co. North America	252,268	228,288	96,068
International Fire . . .	10,480	8,859	*9,380
Jersey Fire Underwrs. .	..	39,269	9,054
Law Union & Rock . . .	86,055	66,216	46,916
Liv. & Lon. & Globe . .	612,341	544,618	208,017
London Assurance . . .	371,851	381,736	175,504
London & Lancashire .	249,973	248,650	112,921
Los Angeles	26,255	13,377	11,305
Lumber	7,724	15,608	17,139

Company	Prem's 1912	Prem's 1913	Losses Incur'd
Mechanics & Traders . .	38,054	57,259	23,218
Merc. F. & M. Und. . . .	13,911	15,979	9,234
Merchants \$	6,925	\$ 16,503	\$ 5,250
Merchants Fire Assur. .	40,165	30,316	*7,195
Michigan F. & M.	52,347	49,231	27,069
Michigan Commercial . .	38,477	51,220	*26,753
Minnesota Underwr. . .	11,378	9,906	7,012
National Ben Franklin . .	79,961	126,453	43,052
National Fire	350,749	300,086	101,913
National Union Fire . .	359,640	413,489	*237,096
Netherlands . . . . .	..	30,439	*1,017
Newark	24,907	42,386	18,957
New Brunswick	77,145	51,609	*13,429
New Hampshire	13,013	95,489	27,460
New Jersey Fire	42,915	77,902	*16,827
New York Underwrs. . .	191,997	183,434	70,237
New Zealand	285,913	283,767	123,235
Niagara-Detroit	44,127	55,838	22,009
Niagara Fire	219,549	234,745	105,221
Northwestern F. & M. . .	444,566	6,027	375
Northwestern Mutual . .	143,428	132,004	84,027
Northwestern Nat'l . . .	171,337	198,420	95,691
North River	111,184	141,463	*38,934
North Brit. & Merc't'le .	379,592	346,682	120,678
Northern Assurance . . .	351,483	282,771	107,156
Northern	13,319	10,319	2,116
Norwich Union	14,581	71,400	23,829
Occidental	5,732	8,788	*5,631
Old Colony . . . . .	..	10,557	2,680
Orient	79,050	75,245	43,080
Pacific	15,692	53,319	*23,508
Palatine	99,956	90,848	*40,681
Pelican	29,684	27,690	17,728
Pennsylvania Fire . . .	192,877	193,260	99,613
Peoples National	36,423	35,435	13,465
Philadelphia Underw. . .	75,775	79,225	28,120
Phoenix Assurance . . .	218,644	253,995	120,792
Phoenix, Hartford . . .	305,542	296,633	122,227
Providence-Wash	109,468	113,703	44,835
Prussian-National . . .	173,506	154,418	*111,630
Queen Ins.Co.of Amer. .	346,924	331,361	164,633
Reliance	52,091	47,202	*27,664
Rio Grande . . . . .	..	11,120	*4,618
Rhode Island Fire . . .	5,214	15,377	4,045
Rochester-German . . .	97,773	69,977	34,522
Royal	716,067	620,551	304,715
Scot. Union & Nat'l . . .	151,032	154,497	48,797
Security	102,444	100,094	*34,884
Southern States	91,255	12,775	*2,61
Springfield F. & M. . .	360,350	344,461	157,047
St. Paul F. & M.	138,723	134,321	64,827
Standard	24,636	22,049	*15,847
State Assurance	11,148	13,552	5,408
Sterling . . . . .	..	10,279	1,472
Stuyvesant	29,690	47,865	*27,658
Sun of London	265,120	255,184	80,962
Svea	96,720	95,488	37,708
United Firemens	42,689	44,517	22,753
Union Assurance	205,545	149,834	90,858
U. S. Fire	24,202	72,864	*9,934
Vulcan,	4,801	49,071	19,002
Westchester Fire	90,898	74,769	40,986
Western Assurance . . .	105,391	104,700	33,979
Williamsburg City . . .	..	28,652	4,335
Yorkshire	42,620	70,590	25,827

Total California . \$15,961,765 \$15,704,017 \$6,856,141

*Paid

Loss ratio, 43.7 percent. Loss ratio in 1912, 34.3 percent.

INSURANCE OF ALL KINDS

Death of A. S. Murray

We regret to announce the death of Alexander S. Murray, at Melbourne, on February 26, after a severe and distressing illness.

Mr. Murray was for some time the Pacific Coast manager for the South British & National at San Francisco. He contributed a paper at an annual meeting of the Fire Underwriters' Association of the Pacific.

For a number of years Mr. Murray was an underwriter at London, and later at Calcutta. For several years past he has been at Melbourne, where he represented the Triton Insurance Co. He made a specialty of marine insurance. Some years ago he fell through a sub-way "lift" in London and was long ill from the effects of the accident. Whether this accident contributed to his recent illness and death we do not know.

Mr. Murray was a student and had collected a fine library. He retained a liking for this Coast and has been on the list of the Coast Review subscribers for many years.

Lloyds of London will insure "any old thing" but the human lung. A group at Lloyds has been insuring appendixes at \$2.50 per, covering oil, knife and nurse and hospital charges up to \$500. But this was so tempting that many policyholders in need of a vacation complained of a bellyache and had their "useless" appendix extracted with neatness and dispatch without pain. The annual premium rate has been doubled but of course this charge will deter nobody from parting with his vermiform appendix.

The Home has organized the Hibernia Underwriters in New Orleans, to succeed the reinsured Hibernia.

Standard Fire's California loss ratio, 71 percent of premiums.

Reliance Fire loss ratio in California, 58.6 percent.

Franklin Fire loss ratio in California, 70 percent.

California fire loss ratio, 43.7.

\$61,000,000 Business in 1913

The Bankers Life Company of Des Moines, Ia., wrote \$60,907,000 business last year and increased its admitted assets \$2,630,411.

North British & Mercantile

The United States branch of the North British & Mercantile increased its premium receipts \$306,378 last year. The loss was 53 percent, which appears to be the general average. The premiums amounted to \$5,210,878. The total assets in this country are \$8,812,956, and the surplus is \$3,196,562. This company is a money-maker in underwriting in this country under the management of E. G. Richards.

Twenty Years with the Royal

Just twenty years ago Rolla V. Watt resigned the American Central and other companies, to accept the management of the Pacific department of the Royal and Norwich Union, succeeding the late E. W. Carpenter. The Queen succeeded the Norwich Union in the department two years later. The afternoon before the appointment was made, when the whole street was an interrogation point, the writer overheard the U. S. managers talking this appointment over. One said to the other, "Let us go see Watt and finish this matter now." That was a sufficient hint to a newspaper man. Manager Watt has made a great success of the Pacific department of the Royal.

Saw the Sunset.—From Honolulu came a story that an inter-island steamer, carrying dynamite, was blown up and burned up and thirty people aboard were killed. Next day the steamer came into port, "after an uneventful voyage." Somebody probably saw the sunset on a clear horizon and mistook it for a ship on fire and sinking. We have seen such a sunset with an astounding resemblance to a flaming ship far off on the horizon.

Pennsylvania Fire

Assets, \$8,002,962; net surplus, \$2,326,013; reinsurance reserve, \$4,544,389; capital, \$750,000. Nearly \$150,000 gain in assets, and a gain of over \$191,000 in reinsurance reserve. Net surplus remains about the same. Excellent showing.

American of Newark Promotions

At a meeting of the directors of the American of Newark, C. Weston, secretary, was elected vice president; Frederick Hoadley, assistant secretary, was elected secretary; A. C. Cyphers, assistant treasurer, was elected treasurer; R. C. Vanderhoof, cashier, was elected assistant secretary. These are merited promotions, in accordance with the policy of the management. Other officers are: president, P. L. Hoadley, and vice president, C. E. Sheldon.

Personal

General Manager A. G. Dent of the home office of the Liverpool & London & Globe is visiting this Coast. While in San Francisco he will appoint a successor to the late John W. Gunn.

J. Mackinnon, manager of the accident department of the home office of the Liverpool & London & Globe, accompanied Manager Dent to San Francisco.

A. Duncan Reid, manager of the Globe Indemnity, is in San Francisco.

These visitors leave for the East via the South on Friday.

President Cole of the National Union is making his usual visit to this Coast.

Christensen & Goodwin are in receipt of a telegram stating that the stockholders of the American Central have ratified the transfer of \$1,000,000 from capital to surplus. The new statement will be issued about April 1, showing a net surplus in excess of \$1,000,000.

A press dispatch announces the signing of Kentucky's drastic rating bureau bill by the governor. Many fire companies have ceased writing in the state and several leaders like the Commercial Union have notified their agents that they will withdraw.

R. P. Fabj Appointed Manager of the Pacific Department of the Liverpool & London & Globe

General Manager Dent of the home office of the Liverpool & London & Globe Ins. Co., who is now in San Francisco, announces, in a circular letter issued on March 11, that the directors have promoted Robert P. Fabj, the assistant manager of the Pacific department of the company, to the position of manager to succeed the late John W. Gunn.

T. H. Anderson Appointed Assistant Manager of the Pacific Department of the Liverpool & London & Globe

The promotion of Deputy Assistant Manager Thomas H. Anderson of the Southern department to the position of assistant manager of the Pacific department of the Liverpool & London & Globe, by the directors of the company, is announced by General Manager Dent.

Field Men.—J. A. Carlson of Spokane is not now with the Continental. He is succeeded by J. W. Gamble, at Helena, Mont.

W. F. Holden, recently of the Ins. Co. of the State of Penn., in the Central Western states, has located in Los Angeles, and after his return from a European trip of three or four months, will make a Western connection.

H. W. Stephenson, vice-president of the Ins. Co. of the State of Penn., is spending a few days on the Coast.

In order to improve the service given by the Phoenix of London and Union Marine in their automobile department, Willard T. Lovell has been appointed special agent and adjuster, with headquarters in San Francisco.

Gus Heuer is not now with the Aetna.

Manager Osborn of the Pennsylvania Fire read at the University of California last evening a paper on the fire insurance contract. He was heard with appreciative attention by students and others, and was cordially applauded at the conclusion.

San Francisco Civic League Report

To the officers and members of the Civic League of Improvement Clubs and Assns. —

Since our last report we have no further actual progress to report, regarding the full compliance of the part of the city with the agreement made with the Board of Fire Underwriters, namely, the laying of the remaining 20½ miles of high pressure pipe and the installation of the balance of 21 manifolds at the water front.

The chief of the fire department informs us that the plans and specifications for the new central fire alarm station are ready and will be submitted to the joint committee, consisting of the city engineers, city architect, fire committee of the department of electricity and police commission. He also stated that the members of the fire department are being gradually trained to properly handle the high pressure system and that the leakage is now only 135,000 gallons per 24 hours, which is considered a very good showing for such an extensive system. Out of the 142 cisterns about 121 are now in good shape and are filled ready for use.

Your committee desires to call the attention of the League to the recent attempts to weaken the efficiency of the fire department by allowing the two high pressure gate men on watch in the engine houses to sleep at their respective homes, in some cases quite a distance away. Fortunately, so far, it has been possible for Chief Murphy to prevent this, but, should the matter come up again, it will be necessary to give the chief energetic assistance to prevent this.

A glance at the rating by the Board of Fire Underwriters shows us considerable activity in rate readjustments, largely resulting in reductions still going on, and to give a better idea of the result of the Civic League's work so far we submit the following:

The San Francisco city fire premiums for 1907, the year after the great fire, amounted to \$5,725,424; the next year, 1908, as a result of some improvements in streets, fire department and better buildings the premiums had fallen to \$4,862,793. In 1909, though there had been a great deal of new

building, premiums fell to \$4,808,790. In 1910 a marked increase in building increased the premium income of the companies to \$4,979,653, but in 1911, although the companies commenced writing brick buildings for three years at double the annual premiums, the premiums dropped to \$4,688,040, which was followed by a drop to \$4,167,165 (or a little over \$500,000) in 1912 on account of the completion of the two fire boats David Seannell and Daniel T. Sullivan, and by the reduction for the high pressure system in October, 1912, making the 1913 premiums only \$3,498,788, a difference of nearly \$700,000.

Respectfully submitted,

G. Trittenbach

Chairman Committee on Fire Insurance,
Fire Dept. and Fire Protection.

Surety. — Jacob Pfeiffer, special agent of the American Surety Company, has been transferred from the home office to the Pittsburgh branch, with headquarters in the Frick building. Mr. Pfeiffer was formerly superintendent of agencies of the Title Guaranty & Surety Company of Scranton, Pennsylvania.

A 23-story hotel is planned for the corner west of the Metropolitan Life building, Pine and Stockton, San Francisco.

General Agent Hewitt of the Hartford Fire has returned from a visit to the Northwest.

Scientific means of accident prevention will be illustrated at the Panama-Pacific International Exposition by an extensive display in the Palace of Machinery of every device ever invented to protect workmen. Negotiations have been entered into by the department of machinery of the exposition with William H. Doolittle, safety inspector of the National Trades Association, and the exhibit will be prepared under his direction.

The Union Pacific Life, which began writing last year, wrote about \$104,000.

The Northern Life wrote \$3,115,000 new business in '13.

The model of the first screw ship was made in 1841.

P.-P. E. Protection Exhibit for Fire Insurance Men

On April 18 there will be at the fair-grounds in San Francisco a special exhibit of the "land and sea" fire protection of the Panama-Pacific Exposition. The city fire boats will join in the high pressure display. This exhibition of the full fire protection will be given specially for fire underwriters.

Governor Johnson has proclaimed April 18 "fire protection day."

Proposed Change in Dates of F. U. A. P. Annual Meeting Next Year

The executive committee of the Fire Underwriters' Association of the Pacific has under consideration a proposal to change the date of next year's meeting to April 19-20-21, making a three-days' session. The first day's session, on Monday, the 19th, is to be treated as the ninth anniversary of the great fire. It will be held in the auditorium building on the fair grounds, and will be the opening of the World's Insurance Congress.

This proposal will be submitted to the members for their approval.

The governor will be asked to make April 19th a fire prevention "clean-up" day.

Rocky Mountain Fire

On page 67 of our February issue we referred to the Montana Fire Insurance Company. The same should read the Rocky Mountain Fire Insurance Company of Great Falls, Montana.

The Coast Review Fire Chart 1914 is being composed. We await more figures of Coast business. But send your orders in now. Resource figures are those filed with the state of California.

Sacramento.—The local agents' association held its annual meeting dinner last week, beginning with a bitters-cocktail, and ending in the usual way, a course. Manager W. S. DuVal of District B told of a few of the complaints he hears.

Mutuals' expense ratios range from 12 to 59 percent of the premiums.

Portland Fire, March 12

Albina ferry, Montgomery and Columbia docks destroyed; six blocks on east side of river gone. Two British ships and much grain on fire. Loss probably \$800,000.

Losses include: Two grain docks, wheat laden. Two ships very badly damaged. About twelve buildings. Wharves destroyed are Montgomery No. 1 and Columbia No. 2. Str. Glenroy and schr. Cricket, with 4,000 bbls. of asphalt burned to water's edge. Fire discovered at 4:20 a. m., March 11. Five alarms were turned in. The asphalt burned like oil. The fire boat hauled this Cricket steam schooner into mid-stream, whence it drifted away and was beached. It burned six hours and became a total loss. The Glenroy was a British stmr. of 3141 tons.

Hon. A. C. Johnson, vice-president of the American National Bank, of Helena, and recently first vice-president of the company, was elected president of the Montana Life Insurance Company, March 9. H. R. Cunningham, formerly second vice-president, was elected first vice-president, succeeding Mr. Johnson. Rev. Jacob Mills, director of the Conrad Trust & Savings Bank, Helena, was elected second vice-president, succeeding Mr. Cunningham.

W. G. Conrad, president of the Montana Life Insurance Company, died on March 6.

The University of California lecture room during the present fire insurance course is always uncomfortably filled — the chairs being small.

Compensation Ruling.—Illinois industrial board has ruled that no policy will be considered legal if it limits liability.

Salt Lake City. — The Mormon church organization has resolved that no insurance shall hereafter be placed on its churches. The Home of Utah has heretofore placed this business.

The Rio Grande Fire, represented by our old friend Richards, has voted to liquidate, "because of internal troubles." This company wrote \$116,000 in '13. Losses and expenses equaled the earned premiums.

Members of a Mutual Assessed 60 Percent

The Assured's National Mutual Fire of Decatur, Ill., has assessed all its policy holders 60 percent. The officers assert that the policyholders must pay this assessment as it is in accord with their contract of mutual insurance.

A Life Association in Trouble

Des Moines, Feb. 23.—The National Life Association of this city is an assessment mutual, with \$35,000,000 insurance in force in twenty-nine states. Henry Pyle, president, is resisting a suit to unseat him. The state charges fraud and diversion of funds; that policies have been written without medical examination; that Pyle issued two policies on the life of his mother, fraudulently, and collected insurance thereunder; that mortuary claims are unpaid because funds have been diverted to Pyle and his family and associated. Pyle denies.

The mayor of Portland, who is violently opposed to décolleté and slit dresses for women, is fighting a recall movement. One of the objections to him is that he is general agent of the Northwestern Mutual Life.

Kentucky is fully resolved to show fire underwriters how to run their business with the maximum of annoyance and the minimum of profit.

Feb. 25.—Fire Insurance to be Investigated.—The Iroquois (Democratic) clubs of San Francisco have formally resolved that it is the duty of the legislature to investigate fire insurance methods and ratings in California in order to ascertain whether policyholders are justly taxed and whether brokers and special agents earn their 25c Habanas.

Insurance Bookkeeper Shoots a Man.—Feb. 27.—W. H. Spencer, San Francisco, a bookkeeper in the employ of the Metropolitan Life, shot and fatally wounded a man friend, in a quarrel over a dog which Spencer had given the latter.

The London & Lancashire has bought the Manchester National Boiler & General and will operate it.

Fortieth Year with the American

President Hoadley of the American of Newark this year completes the fortieth year of continuous service with that company.

Exposition High Pressure System Tested

Chief Murphy took tower No. 2, the smallest of San Francisco's water towers, and battery No. 1 to the exposition grounds for the double purpose of trying out the high-pressure system and familiarizing his men with the conditions on the grounds. The tower was raised in the roadway at the northeastern corner of the Palace of Mines and, though there was a wind aloft, it poured a stream of water far over the roof of the huge palace.

The battery made the most spectacular showing of the capabilities of the high-pressure system. This apparatus hurled a stream of water 150 feet higher than the lofty northeast dome of the palace, and in the face of the wind sent a torrent far to the center of the vast expanse of roof.

Kentucky.—A legislature bill says no fire insurance company shall be allowed to discontinue business or withdraw from the state without the written consent of the insurance czar. If a law, this act should raise more revenue for the politicians. Kentucky's proper place may be in Mexico.

Kansas fire loss ratio in 1913 was 66 per cent. Rates are made by the state.

The new New York standard form is to have the words "court of record" hereafter.

The fire at Ceiba, Honduras, March 9 and 10, destroyed about \$1,000,000 gold worth of property.

Edward Bliven, managing underwriter of the Columbian National Fire of Detroit, is at the St. Francis. He has filed papers for the entrance of his company in California.

March 2, Los Angeles.—Big Bond.—The Southern Pacific R. R. Co. is ordered by superior court to give a bond of \$2,250,000 to indemnify California Development creditors, pending an appeal from a decision.

Fidelity Underwriters

Composed of the Continental and the Fidelity - Phenix. Policies are backed by \$42,586,574 assets, of which \$19,243,555 is net surplus.

Reason for Refusing to Pay Death Claim

The London Guaranty & Accident is being sued for \$5,000 under an accident policy on the life and person of J. D. Van Baalen, who was shot dead by his "girl," in San Francisco recently. The defense is that the insured did not inform the company that he had once been rejected by a life insurance company, to which he had applied for life insurance and had been turned down by the medical examiner as not being a first class risk with assurance of a long life. The plaintiff widow denies that the insured had ever been rejected by a life insurance company.

New York has a new law benevolently designed to prevent reckless liability companies from having a high loss ratio in that wild and woolly state. Every company or association insuring employers against liability under the workmen's compensation law must file with the superintendent of insurance its classification of risks and premiums.

The Massachusetts Bonding and one or two other companies (with high figures) have not yet reported their California losses, as required by law.

Liability. — The California state accident commission has ruled that employers are liable for injuries incurred "after hours" by employees enroute home or to work place who is available for service while going to and fro. Such workman has no established time of departure or arrival, and his employer is liable for injuries incurred while going to and coming from home. Whereas "when the whistle blows" workman has no claim on the employer before and after work hours. An employee of a gas company whose work was to smell out trouble was run down by an automobile when riding

home on a motorcycle. He (Ferguson) sued the Royal Indemnity for damages. One member of the commission (Weinstock) said the company was not liable but two commissioners ruled that plaintiff was still at work when hurt and awarded him due compensation, which the insurer must pay.

Dean John Landers Retires

As announced by this journal several months ago, John Landers, on the completion of a half century of service with the Manhattan Life Ins. Co., now retires from active business life. He is one of the directors of this old company, and is the resident vice president.

Mr. Landers is the dean of insurance on this Coast. He came to San Francisco at the age of 21 in 1862, and began insurance work as a fire insurance solicitor at a commission of 10 percent.

Wann Manager

W. A. Wann has been appointed manager for the Manhattan Life at San Francisco, to succeed John Landers, retired. Wann's territory is northern California, Hawaii and Nevada.

Life. — The Montana Life leads in new business in Montana, with \$3,515,000, a gain of over a million. The National Life of Butte wrote \$1,914,000.

The Order of the Golden Seal is severely criticised by the New York state insurance department, because of the handling of the expense fund.

Removal. — Smith, Thomas & Thomas, general agents of the Northwestern Mutual Life at San Francisco, are now on the 10th floor at 704 Market street, in Mutual Savings Bank bldg.

The stock of the Western States Life continues to hover about 7 offered. Counting the loss of principal and interest, the stockholders of this company appear to have lost about as much as they put into the venture.

Will group insurance prompt the discharge of aging employees who must soon die?

CHIPS

—The Pacific Coast Casualty is accepted on federal bonds up to \$35,571 on a single bond.

—The Liverpool & London & Globe leads all foreign companies in volume of American premiums.

—General Agent Geo. H. Tyson represents \$39,000,000 assets. His companies have paid \$166,000,000 in losses.

—Salt Lake.—Volney S. Anderson, former secretary of the Salt Lake Fire Underwriters, died on March 5, aged 30.

—Vice President Kline of the Continental, after making his usual visit to the Pacific Coast, has returned home.

—Life. — Joel Hicks, formerly a general agent, is in San Francisco. He is engaged in mining and real estate but we fancy some good company might persuade him to re-engage in life insurance.

—San Francisco.—Two new auto fire engines have passed the tests. Pumped about 736 gallons a minute; climbed hills at 15 miles an hour, 11 and 10. Speeded on level way up to 31 miles an hour. The engines cost \$11,700 each.

—Life.—In less than a year the National Life Association of Iowa wrote about \$6,000,000 of new insurance, and gave virtually all the premiums thereon to the soliciting agents. No reserve was created. The state auditor has pronounced all this insurance invalid.

—This year we received an unusual number of handsome holiday greetings. Some of these showed refreshing originality, and we started to note them all; but the mail brought so many of them, that our fountain pen broke down. We suggest that next time the senders all sign their names and not print them.

—The Ancient and Honorable Order of the Blue Goose, with headquarters in Detroit, Mich., has appointed T. H. Williams as its representative for the national council of the World's Insurance Congress. Mr. Williams is also a member of the council as the representative of the Fire Underwriters' Association of the Pacific, succeeding the late C. Mason Kinne.

—Don't forget that an automobile is a locomotive.

—We always "reserve the right" to send our ad forms to press the last week in the month. Make a note on't.

—San Francisco's busy Mission district had a three-alarm blaze, March 23, in the Enterprise foundry at 2902 Nineteenth. The high pressure system was used.

—The California now occupies two floors of its building at 550 Sacramento street—the ground floor and the second floor. The offices of the secretary, president and directors have been moved to the second floor, and the ground floor is given over to the city and general business.

—Among the most interesting working exhibits in the Palace of Machinery at the Panama - Pacific International Exposition will be those of a large elevator manufacturing concern, which intends building a series of elevators at one end of the huge building. These will carry visitors free of charge to a platform near the roof, from which a full view of the entire building can be gained.

—We never charge for nor accept remuneration for reviews of company statements. We aim only to give the plain facts. It is therefore a real pleasure to receive a letter of acknowledgement like this from the vice president of a big company: "Editor, Coast Review: I want to thank you for the very kind and complimentary comments on this company's annual statement. I beg to assure you that special mention of this kind is appreciated in this office."

—Together Again After Twenty Years.—It is worth mentioning. Twenty years ago William Sexton was manager of the Lion and the Imperial for the Coast; R. C. Medcraft was assistant manager, and T. H. Williams was special agent. At the recent annual banquet of the Fire Underwriters' Association of the Pacific in San Francisco these gentlemen were again seated together. All three seem and act not a day older. The companies they then represented have "passed into the discard." Both companies long since reinsured and retired and are now but faint memories.

—General Agent Fores and the Scottish Union and State Assured are now very satisfactorily located at 420 Montgomery street.

—Manager Avery of the Fire Association has returned from an extended trip through the Northwest territory recently added to his department.

—Portland. — Wm. H. Mankin, who has been with the Oregon Life since it was organized, died on March 24, after a year and a half's illness.

—California's new life business in 1913 breaks the record, with about \$98,000,000, a gain of nearly \$13,000,000. The total premium receipts were some \$20,400,000. This is about \$4,600,000 more than the state's fire premium receipts.

—Says He Burned Hotel. — Walter W. Everton sober said nothing, but drunk he said that he set fire to the Hotel Ben Lomond in Santa Cruz county, Cal., some time ago, and that he was promised \$200 for the job, but the man who hired him did not pay him.

—We have received a copy of "The Agency," an address delivered at a meeting of the Insurance Society of New York by Ass't Deputy Manager J. B. Kremer of the Liverpool & London & Globe.

—Several half-tone portraits of high-tone people will appear in our April number.

—The Metropolitan Life wrote \$6,877,211 ordinary business in California last year. Including industrial, the total was over \$14,000,000, thus far leading all other companies. The Metropolitan also leads in amount in force in the state, with nearly \$68,000,000.

—California Fire Business. — We print a table of California business as reported to us. Some of the figures do not include treaty figures, as requested. We therefore, every year, print the figures as on file with the state insurance department, and such a table will appear in our next issue. We, however, are glad to have any office report to us, separately, their net figures exclusive of treaty business (placed with non-admitted or other companies). Such figures can appear in our table of business by agencies.

—The Hartford Accident and Indemnity has begun business.

—The Bankers Life wrote \$6,545,000 business in California last year.

—Arkansas fire loss ratio in 1913 was 179.00 percent of the premiums. But of course rates are too high.

—The secretary of the First National Fire is in San Francisco—and may make a Board company of it in this field.

—The Prudential wrote \$10,214,121 ordinary and industrial business in California last year. It has, in both departments, \$32,754,369 in force in the state.

—Texas shows a profit for 1913, losses being only 52 percent of the premiums. Wonders will never cease! On mercantile stocks in bricks the loss ratio was 70.

—Life. — James A. Lawrence, inspector of Coast agencies for the Home Life of New York, succeeds Frank Sperling, resigned, as manager for northern California.

—The heavy snows in the East this winter have "stuck" many a red fire automobile. Horses were hired to haul the self-propelled fire engines through deep snow. And meantime the flames did not wait for the slow firemen who were out hunting horses.

—When the newspapers discover that a fire insurance company is paying 10 or 15 percent dividends there is a howl that rates are exorbitant. But when an automobile manufacturer doubled his wages not a paper said he had been charging too much for his machines. Besides, this manufacturer advertises.

—San Francisco.—The Insurance Brokers' Exchange is dissatisfied with the easy acceptance of business from non-members by Board companies. The Exchange disciplines and expels members who place business with non-board companies, and the expelled members boast that they have no trouble in placing business with Board companies—in the name of Exchange members—and drawing down, later, a brokerage. The Exchange may therefore cease to expel members who place business where they please. "What's the use?"

California's army of the unemployed is not a standing army. It spends most of its time lying on the grass waiting for free transportation and free grub.

The American Assurance of Philadelphia, formerly a relief scheme, now a stock company, has its \$350,000 capital impaired nearly 14 percent. It has absorbed eighteen associations and companies, including the late unlamented Empire Life of Seattle.

Portland. — This city has been feeding about 1500 I. W. W. bums this winter, because they could not find the work they feared might be offered them. The other day a railroad company offered them work up country. Finally one hundred of these fellows agreed to "show up" but only eleven came. No loyal member of this gang of anarchists will work while he can beg, borrow or steal.

San Diegans should not delay plans for annexing Lower California, over which "the flag flew" some 66 years ago. It should never have been pulled down.

AUTOMOBILE

Lloyds, in England, issue a policy which accepts the owner's valuations "unconditionally," and "allows him to choose his own repairers." Also, "mechanical breakdowns on British and Continental cars up to four years old without extra charge."

London.—The North British & Mercantile has appointed H. S. Milligan foreign superintendent in London. Mr. Milligan has latterly been chief foreign inspector for the London & Lancashire Fire.

"Representation."—As used in Laws 1907, requiring that a standard life insurance policy provide that all statements by insured shall, in the absence of fraud, be deemed representations, and not warranties, a "representation" is a statement proffered as a basis for an insurance contract, and must be substantially true, while a "warranty" is a statement or covenant of the contract, which must be strictly or literally fulfilled.

"Hitch Your Wagon to a Star"



Organized 1868

Translated from Emerson to insurance language
means, tie up with

A Prosperous and Progressive Company

Year	New Life Insurance	Total Life Insurance	Accident Premium Collections	Cash Income	Admitted Assets	Actual to Expected Mortality	Average Interest Earned
1908—	\$17,820,609	\$100,593,679	\$ 835,181	\$5,633,124	\$16,100,073	58.96 %	5.16 %
1909—	18,232,323	107,215,105	1,007,370	6,161,528	18,429,204	53.50 "	5.21 "
1910—	17,986,641	113,882,634	1,276,820	6,750,765	20,765,188	63.90 "	5.65 "
1911—	19,702,111	122,514,447	1,515,622	7,445,494	23,363,286	56.85 "	5.81 "
1912—	22,378,787	133,309,014	1,739,392	8,199,096	26,243,005	62.28 "	6.05 "
1913—	24,088,667	145,040,193	1,944,836	9,079,865	29,338,151	66.47 "	6.15 "

HOME OFFICE, LOS ANGELES, CALIFORNIA

Queen

Insurance Company
Of America, N. Y.

NET ASSETS, (JAN. 1, 1913) . \$9,994,450.00

NET SURPLUS, " . . 3,961,146.00

E. F. BEDDALL

President

N. S. BARTOW

Secretary

GEO. W. BURCHELL

Vice-President

Gross Assets ^{JAN. 1} 1913 \$104,642,884

Exclusively Fire Assets 46,944,394

Net Surplus - - 17,684,610

Losses Paid - - 247,700,319

Transacts Largest FIRE Insurance Business of any Company in the World

GEO. CHAPPELL, Manager

J. J. ATKINSON, Sub-Manager

LIVERPOOL, ENGLAND



DEPARTMENT OFFICES: Boston, New York, Chicago, Atlanta
San Francisco, Montreal.  Agencies in all principal Cities and Towns

ROLLA V. WATT, Pacific Coast Manager

JOHN T. FOGARTY, Assistant Manager

FREDERICK B. KELLAM, Branch Secretary

ROYAL INSURANCE BUILDING, SAN FRANCISCO

SPECIAL AGENTS: Frank M. Gilcrest, H. R. Burke, J. K. Urmston
J. B. Walden, D. L. Stewart, C. D. Gabrielson, E. P. Eldred,
J. H. Banks, F. J. Perry, J. T. O'Brien, R. S. Folger, Matt B.
Evans, (automobile) C. A. Luhrs.

Insurance of Fair Receipts

The Anglo-German Exhibition of London, the plaintiffs, claimed £2,332 as due under a policy of insurance for £25,000 dated April 7, 1913, and entered into by the defendant company together with four other insurance companies, under which they guaranteed, for a premium of £6 6s. percent, that the takings and revenue from all sources of the Anglo-German Exhibition held at the Crystal Palace from May to October, 1913, would amount to £25,000, failing which the difference between that sum and any lesser sum received from all sources should be regarded as a loss and paid by the companies interested in proportion to their acceptance. The proportion of the defendant company was one-fifth of £25,000. The receipts of the exhibition only amounted to £13,339, and the plaintiffs claimed in this action one-fifth of the deficit of £11,660. The defendant company said that it was induced to enter into the policy by false and fraudulent representations made to its representative by the administrators of the exhibition; that the true facts had been

concealed and that the policy was thereby rendered void.

The jury found that there had been a misstatement of material facts, but that the defendant had not been induced to insure plaintiffs by any fraudulent misrepresentations. The court entered judgment for defendant company, the Phoenix.

Insurance Journalism

God bless the man who invented free lunch!

Woe betide the editor who tells the truth, the whole truth and nothing but the truth about a non-advertiser. His name is Mud and all the Punks will be down on him.

The most expensive work is the preparation, composing, revising and printing of statistics. Do you say "statistics is" or "statistics are"? A page of statistics in the Coast Review costs us \$15 while a page of news and other matter costs only \$3.00. Brains is or are cheap. Even a sheep has brains.

The Home leads in Vermont premiums

Fire and Automobile Insurance

American of Newark

Chartered in 1846

Capital Stock	- - - - -	\$1,000,000 00
Liabilities	- - - - -	5,452,043 92
Special Reserve Fund	- - - - -	300,000 00
Net Surplus	- - - - -	3,252,859 29
Total Assets	- - - - -	\$10,004,903 21

P. L. HOADLEY, Pres't

F. HOADLEY, Sec'y

Pacific Department, San Francisco, California

GEORGE O. HOADLEY, Manager

THOS. H. WILLIAMS, Asst. Mgr.

San Francisco Life Insurance Co.

Balance Sheet, 1st January, 1914

Assets		Liabilities	
First Mortgage Loans	\$291,700.00	Policy Reserves	\$236,206 03
(Within 60% of the appraised value)		(Approved by Insurance Dept., State of California)	
Bonds (Amortization Basis)	188,310.31	Estimated Taxes Payable 1914	4,874.71
Collateral Loans	19,250.00	Reserve for Death Losses awaiting Proofs	5,015.20
Cash in Banks and Office . . .	53,287.95	All Other Liabilities	6,164.40
Loans to Policyholders	8,242.92	Capital Stock - 250,000 00	
Accrued Interest	11,305.84	Surplus, unassigned 95,326.59	
Net Uncollected and Deferred Premiums	25,017 66		
Premium Notes within Reserve	472.25	Surplus to Policyholders . . .	345,326.59
Admitted Assets	\$597,586.93	Total	\$597,586.93

NOTE—The San Francisco Life Insurance Company does not take credit for such assets as Furniture, Fixtures and Agents' debit balances.

We have audited the accounts of the San Francisco Life Insurance Company for the year ending December 31, 1913, and certify that in our opinion the foregoing statement shows the true financial condition of the Company at December 31, 1913, after eliminating certain assets which are not admitted by the Insurance Department of the State of California.

San Francisco, February 16, 1914.

PRICE, WATERHOUSE & CO.

GAINS DURING 1913

ITEMS	JANUARY 1, 1913	INCREASE DURING 1913	JANUARY 1, 1914
Insurance in Force Paid For	\$5,739,116.00	\$2,086,848.00	\$7,825,964 00
Admitted Assets	573,126.79	24,460.14	597,586.93
Premium Income Received	216,720.40	59,067.74	275,788.14
Interest Yield Mean Invested Assets	6.30 pct.	.60 pct.	6.90 pct.

MORTALITY EXPERIENCE

	EXPECTED	ACTUAL	ACTUAL TO EXPECTED
1911	\$10,140	\$2,500	23 per cent
1912	23,171	7,300	31 per cent
1913	55,812	29,783	53 per cent
Total Three Years	89,123	39,497	44 per cent

Life Tables

We print this month "California Life Insurance" covering three pages of figures. Can you beat it?

In fear of the penitentiary, the officers of the reinsured American Fraternal Association have refunded 74 percent of the premiums paid in.

The New York standard form of policy will be changed next month.

Fire.—The expense ratio in Kentucky is over 42 percent.

In big Eastern cities it has been proved that there exist "arson trusts" whereby for a consideration the owner of any insured undesirable property may have it fired. This organized crime may be but a step in advance of "organized arson" which shall collect, under threats, "fire money" to prevent an incendiary fire set by the new style "arson trust."

THE TRAVELERS INSURANCE COMPANY

HARTFORD. CONNECTICUT

Brief Summary of Annual Statement of December 31, 1913.

Total Assets	\$87,767,387
Total Reserves and all other Obligations	77,045,159
Surplus to Policyholders	10,722,228

RECORD OF 1913.

New Life Insurance Paid For	\$56,328,107
Increase in Life Insurance in Force	35,854,992
Accident and Health Premiums	4,944,690
Liability and Workmen's Compensation Premiums	8,135,482
Total Premium Income	22,418,013
Increase for 1913	2,009,231

RECORD TO END OF 1913.

Life Insurance in Force—Paid for Basis	over \$316,000,000
Total Number of Accident Policies Issued	6,511,000
Number of Accident Claims Paid to Policyholders	632,000

All men are prospects for more than one line of insurance; the agents who can supply their several insurance needs possess the greatest opportunities to increase their incomes.

LIFE INSURANCE. The Travelers with its remarkable yearly increases in Life Insurance in force, is the leading exponent of GUARANTEED LOW COST LIFE INSURANCE, which is growing most rapidly of all forms in public favor. The Travelers also offers in connection with its life policies a Disability Clause unequalled in liberality.

ACCIDENT INSURANCE. The Travelers continues pre-eminent. Its increase in Accident and Health premiums alone in 1913 exceeded the total writings of many companies, and was greater than its two leading competitors combined.

LIABILITY and COMPENSATION INSURANCE. The Travelers leads in service, experience and premiums.

We offer direct contracts to reliable and successful men, and thereby give them an opportunity to increase their incomes and make certain their future.

ALLY YOURSELF WITH THE TRAVELERS. Share its activity. Profit by its prestige. Seize the opportunities it offers to develop your business.

A. S. HOLMAN, MGR. ROYAL INSURANCE BUILDING SAN FRANCISCO, - CALIF.	L. A. GREENWOOD, MGR. SECURITY BUILDING LOS ANGELES, - CALIF.	MALCOLM HUGHES, MGR. WHITE BUILDING SEATTLE, - - WASH.
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Main Offices
56 Cedar Street

ORGANIZED
APRIL 13th, 1853

THE HOME Insurance Company NEW YORK

ELBRIDGE G. SNOW,
President

The completion of SIXTY YEARS finds THE HOME in the premier position among the Insurance Companies of the world not only in respect of FIRE ASSETS and SURPLUS to POLICY-HOLDERS—but with an unexcelled record for fair dealing in every emergency as well as in ordinary routine—with an unsurpassed equipment, and with the ability as well as the readiness to serve the public, its agents and brokers.

FireAutomobileMarine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	56,579,048
Total Liabilities, including re-insurance reserve	46,019,127
Cash Surplus to Policyholders	10,559,921
Total Amount of Claims Paid	175,573,348

Assets in United States Held by Trustees, \$7,643,751ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE**558 Sacramento St.****San Francisco****E. T. NIEBLING, Manager****R. C. MEDCRAFT, Assistant Manager**

BANKERS LIFE COMPANY

DES MOINES, IOWA

*Organized 1879****Insurance Issued and Restored,******1913 (Paid for) - - \$60,907,000.00******Increase in Admitted Assets******for Year - - \$ 2,630,411.43*****ERNEST E. CLARK, - President**

Agents Do Well who Represent the
SAN FRANCISCO LIFE INSURANCE COMPANY

**Experienced Life Insurance Men
 and Successful Business Men Direct its Affairs**

Business and Resources are Increasing. Interest Earnings are
 6.30 per cent. Low Mortality Experience Shows
 Good Class of Policyholders.

Home Office: 57 POST ST. San Francisco, Cal.

GERMANIA

**FIRE INSURANCE COMPANY,
 NEW YORK.**

ORGANIZED 1859.

Statement, January 1, 1914.

Cash Capital,	- - -	\$1,000,000 00
Assets,	- - - - -	7,260,197 27
Net Surplus,	- - -	2,596,266 99
Surplus for Policyholders		3,596,266 99

HEAD OFFICE

Cor. William and Cedar Sts.

The Louisville fire patrol will be abandoned.

The Ford Mfg. Co. is suing Lloyds of London for \$50,000.

A fire mutual can hope to succeed, temporarily, only by the strictest economy of management and by the personal supervision of risks restricted to a narrow field.

THE
Standard Accident
 Insurance Company

Of Detroit, Mich.

LEM W. BOWEN, President

J. S. HEATON, Secy.

Cash Capital, \$ 500,000

Gross Assets, - 4,377,439

Claims Paid, - 16,500,000

Writes Accident and Sickness Insurance, Accident Policies Provide for—Unlimited Indemnity, Beneficiary Benefits, Accumulations, Optional Benefits, Hospital Indemnity, Combination Features, Surgeons' Fees Where no Claim for Disability is Made, Special Benefits for Sunstroke, Freezing, Etc.

**Accident and Sickness Insurance for Women.
 Contracts Practically Without Conditions.**

CLARENCE F. BRIGGS,

SUPT. PACIFIC COAST DEPARTMENT.

California, Oregon, Washington, Idaho, Nevada, Arizona, Utah, and the Hawaiian Islands.

Mills Bldg., San Francisco

H. H. HAIGHT, District Agent.

Contracts Unexcelled. Agents Everywhere.

In ancient times men were physically inferior. The average modern man can not enclose his body in the armor worn by the soldier of even so late a time as the "Middle Age." The ancient man was ill fed and insufficiently clad, except in Egypt and one or two other very fertile warm countries. Everything said of the superiority of the ancient man is fiction.

The Pioneer German Fire Insurance Company in America



Hamburg-Bremen Fire Insurance Company

HAMBURG, GERMANY

Organized in 1854

Entered United States in 1858

Total Losses Paid in the United States, \$27,000,000.00

United States Branch :

123 William Street, - - NEW YORK

H. N. KELSEY, Manager

Western Department :

Insurance Exchange, - - CHICAGO, ILL.

CONRAD WITKOWSKY, General Agent

Pacific Department :

340 California Street, - - SAN FRANCISCO, CAL.

MACDONALD & MILES. General Agents

AGENTS WANTED IN UNREPRESENTED POINTS

CONNECTICUT MUTUAL LIFE INSURANCE COMPANY

President JOHN M. TAYLOR, Hartford, Conn.

Insurance in force, 91663 Policies for - \$218,304,660

WHAT NO OTHER COMPANY HAS DONE

To repay to its Policyholders in Death Claims, Endowments, Dividends, Surrender Values, Annuities and other credits more than they have paid to it in premiums. It stands alone in that result.

Total Premiums received, Dec. 1, 1846, to Dec. 31, 1913	- - - - -	\$287,442,060.61
Total returned to Policyholders, as above noted, in same period	- - - - -	296,862,956.74
Excess of amount returned	- - - - -	9,420,876.13

PACIFIC COAST DEPARTMENT

WILLIAMSBURGH CITY FIRE INS. CO.

Organized 1853

NEW BRUNSWICK FIRE INSURANCE CO.

Organized 1826

MERCHANTS FIRE ASSURANCE CORPORA'N

Organized 1910

NORTH RIVER INSURANCE CO.

Organized 1822

UNITED STATES FIRE INSURANCE COMPANY

Organized 1824

WM. W. ALVERSON, Manager

374 Pine Street, - - San Francisco, California

FIRE and AUTOMOBILE INSURANCE

AMPLE FACILITIES for Handling Large Lines. AGENTS WANTED in California, Oregon, Washington, Idaho, Montana, Arizona

ONE HUNDRED AND FOUR YEARS OLD

NORTH BRITISH AND MERCANTILE INSURANCE COMPANY

Of London and Edinburgh

Pacific Department of the United States Branch, 76 William St., New York City

ASSETS OF THE UNITED STATES BRANCH **\$9,139,794.00**
(which are but a small part of total fire assets of the Co.)

E. G. RICHARDS, Manager

W. S. BERDAN, General Agent, Pacific Dept.

GEORGE M. WARD, Resident Secretary, Local Dept.

234 Pine Street, San Francisco, California

Field Representatives

E. J. YOUNG, 201 American Bank Building, Seattle, Washington—WESTERN WASHINGTON OREGON, MONTANA.

P. W. GEDNEY, 504 Empire State Bldg., Spokane, Washington—EASTERN OREGON, EASTERN WASHINGTON, IDAHO, MONTANA.

E. C. WILLEY, 1645 Tremont Street, Denver, Colorado—COLORADO, NEW MEXICO, UTAH WYOMING.

CHAS. HARRIS, 515 Title Insurance Building, Los Angeles, California—SOUTHERN CALIFORNIA, and ARIZONA.

G. W. DEARBORN, 234 Pine Street, San Francisco—CENTRAL CALIFORNIA.

F. J. SCHOENEMAN, 234 Pine St., San Francisco, California—NORTHERN CALIFORNIA, NEVADA.

H. E. SMITH, 224 Henry Bldg., Portland, Ore.—OREGON.

C. F. MILLIMAN, General Inspector, Improved Risk Department, 234 Pine Street, SAN FRANCISCO, CALIFORNIA.

AGENTS WANTED

Every Company that advertises wants Permanent Agents. Have you any business? Are you about to change companies? Are you newly engaged in Insurance? Do you intend to go into the business?

THEN

Hustle! Get busy! Write to our Advertisers. Don't be verbose nor uncertain. Don't write from Los Angeles or Portland or Seattle and ask some big company, Are you represented here? Of course the company is represented there. Probably it is represented everywhere. But it may be contemplating a change, or its present agent may be flirting with the special of another company.

It Will Do No Harm

to get on the waiting list. It is legitimate for you to write modestly, "Consider me an applicant if you want another agent here." "I control \$—— in premiums." "My business is chiefly ——." "I want a company, and if you are unrepresented in this town or contemplate a change of representation let me submit particulars to you."

If you can write some life or accident business on the side or exclusively, the live companies which advertise are

Looking For You

They will give you the glad hand and the warm eye. They will pay you a handsome commission, too.

Scottish Union and National

**Insurance Company
Of Great Britain.**

Organized 1824,

North American Branch:

Hartford, Conn.

**JAMES H. BREWSTER
MANAGER.**

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.

JOHN M. HOPKINS, State Agent,
JOHN L. REAMS, Special Agent,

706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

H. C. EDMUNDSON, Realty Building,
Spokane, Wash.,
Montana and Idaho

H. W. FORES, San Francisco, Cal.,
General Agent, California, Nevada, Arizona.

**SAN FRANCISCO OFFICE:
409 California Street**

HOME LIFE INSURANCE COMPANY

OF NEW YORK

The fifty-fourth annual statement of the Home Life Insurance Company, of which George E. Ide is president, appears in the Herald's advertising columns this morning. It shows substantial progress along conservative lines. Assets increased during the year to more than \$29,000,000, after paying to policyholders nearly \$3,000,000, including \$540,000 in dividends. The insurance in force is more than \$116,000,000, being an increase during the year of nearly \$5,750,000.

—*New York Herald, January 22, 1914.*

For Agency apply to

GEO. W. MURRAY, Supt. of Agts.,

256 BROADWAY, NEW YORK, N. Y.

The FRANKFORT General Insurance Co.

Established 1865

Entered United States 1896

U. S. Department, 123 William St., New York, N. Y.

Workmen's Compensation
Workmen's Collective
Liability
Burglary
Personal Accident and Health
Industrial Accident and Health

Agents Wanted For Unoccupied Territory
Apply to New York office or to

WALTER A. CHOWEN,

Pacific Coast General Agent

340 Sansome Street San Francisco

Central California Agency
BEN LEONARD COMPANY
617 "J" St., Sacramento, Cal.

Southern California Agency
CONSOLIDATED AGENCY COMPANY
334 Central Building, Los Angeles, Cal.

AGENTS WANTED

To Solicit Subscriptions for The Coast Review, now in its 43d year. Good commissions. Sample Copies sent in advance. Will pay well any active man. Special offerings. Write Publisher for further particulars.

National Union Fire Insurance Company

of Pittsburg, Pa.

Cash Capital,	- - - - -	\$1,000,000.00
Surplus to Policyholders,	- - - - -	1,545,227.00
Assets,	- - - - -	4,136,638.00

METROPOLITAN DEPARTMENT

SAN FRANCISCO

604 Merchants Exchange Building

DIXWELL DAVENPORT.

E. C. DIETZ.

MANAGER

ASS'T MANAGER

FIELD REPRESENTATIVES:

R. R. Roper, NORTHERN CALIFORNIA

604 Merchants Exchange Bldg, San Francisco

Wm. M. Stodghill, SOUTHERN CALIFORNIA

302 Stinson Building, Los Angeles, Cal.

GENERAL

At an editorial convention a preacher offered the following toast: "To save an editor from starvation, take his paper and pay for it promptly. To save him from bankruptcy, advertise in his paper liberally. To save him from despair, send him every item of news of which you can get hold. To save him from profanity, write your correspondence plainly on one side of the sheet and send it in as soon as possible. To save him from mistakes, bury him—dead people are the only ones who never make mistakes."



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . . \$25,000,000.00

ASSETS IN UNITED STATES, \$2,826,707.00

Office : 430 California Street, San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

GENERAL

The evolution of a silk gown from the actual spinning of the cocoon by the silk worm to the fitting and finishing of costly dresses on beautiful living models will be illustrated by an extensive working exhibit in the Palace of Manufactures at the Panama-Pacific International Exposition. First the silk worms will be shown in their cases and the method of killing them so that not a strand of the silk is broken will be illustrated. In another booth

workers will be seen catching up the filaments of the cocoon on a fine brush and winding them through an eyelet into reels of thread. The various weaving processes will be portrayed and then the finished products will be turned over to modistes who will fit and make silk gowns upon attractive young women in full sight of the visitors. A long promenade will extend over the end of the exhibit and along this beautiful women in silk gowns will walk to and fro, displaying their robes.

LIFE

Steady Hitting Is What Wins

ONE HIT

is good, but steady hitting in advertising is what wins. The merchant who fights all along the line, day in and day out, always achieves success.

The writer tore the above clipping out of a Cincinnati newspaper. It struck him immediately as being a truth about all kinds of business, of which too few people understand and appreciate the value.

One hit in our work is good, but steady hitting is what wins. The agent who fights all along the line, day in and day out, always achieves success.

Is there a man in our profession who will not agree with this sentiment? During one of the recent meetings the writer talked with an inspector of agencies who said that in the previous three weeks he had conversed with scores of representatives of the company in his department and in no instance had a man who approached him with excuses for not having been successful in his work failed to admit, when he got right down to the facts in the case, that he did not work with all his might and main, day in and day out, rain or shine, hot or cold, good times or bad. On the other hand, among the most successful men, every man admitted, and in many cases voluntarily said, that his time was more than occupied; that he regretted that there were not more hours in a day in which to seek out the uninsured, and that he didn't have time to see all the prospects on his list. Every man who reads this page is master of his own time to a very great extent. He can work two hours a day, four hours a day, eight hours a day, or twelve hours

a day. Life insurance is now commonly referred to as a profession. Did you ever know a man in any profession to succeed without giving ALL of his time to that profession? Lawyers, doctors and ministers win success only by the hardest and most persistent application to their calling. It must be—it is so—in our business.—Thomas A. Buckner.

The Canadian Life Insurance Officers Association has delegated T. B. Macauley, managing director of the Sun Life Insurance Company of Toronto, Canada, to represent them in the national council of the World's Insurance Congress. The Detroit Conference at its recent meeting, delegated L. H. Fibel, president of the Great Eastern Casualty Company, as its representative in the national council. The Insurance Brokers' Exchange of San Francisco has delegated R. C. Ward to represent it in the national council.

MARINE

At Seattle Norman Waterhouse has organized the Fisherman's Marine Ins. Co., a mutual.

FIRE

The Merchants National Fire of Chicago has been authorized to sell stock under a blue sky law.

Oregon insurance men are opposing the re-election of W. J. Clemens to the legislature. His record there is recalled with displeasure also by voters who are not insurance men.

GENERAL

At Portland, H. Bartels & Co. lost their license because of rebating.

California is now producing 282,000 barrels of mineral oils a day.

Eggs from China are being sold in the Middle West home of the cheap egg. The American chicken is discouraged and will not compete with 1 cent eggs gathered by men who are paid 1 cent an hour.

LIFE

The medical section of the American Life Convention held an annual three days session in Indiana last week.

The New York law limits new business to \$150,000,000, but the New York Life needed more to keep up its business in force, and it amended the law, so that the law has become a joke. The company wrote \$232,800,000, or \$83,000,000 more than the limitation law originally prescribed. Thus are law and legis-

lator made ridiculous in our law-a-buying land.

The organizer of the Security Mutual Life, Chas. M. Turner, is dead, aged 63.

The Amicable Life of Waco, held up, has received a renewal of its license by the Texas insurance department.

The First National Life wrote a million new business in 1913.

The California Standard Life hopes to begin business in about two months.

GOOD AGENTS WANTED

THE

West Coast Life Insurance Co.

Home Office: West Coast Life Building, Northwest Corner
Pine and Leidesdorff Streets, San Francisco

ORIGINAL AND ATTRACTIVE
ORDINARY AND INDUSTRIAL

Policies Which Meet With Instant Favor

OFFICERS— THOS. L. MILLER, *President*
C. O. G. MILLER, *Vice-President*
JULIAN SONNTAG, *second Vice-President*
WILLIAM C. HAMMOND, *Secretary*

Health and Accident Insurance

KIMBALL C. ATWOOD, *President*
WILFRID C. POTTER, *Secretary*

The Preferred
Accident Insurance Co.
OF NEW YORK.

Assets, January 1, 1914	\$2,981,585 43
Surplus and Reserve (including Capital) for the Protection of Policyholders	2,608,958 71
Claims Paid, Over	9,000,000 00
Voluntary Reserve for Contingencies	100,000 00

HEALTH AND ACCIDENT POLICIES

The Best Insurance for Business and Professional Men The Easiest Insurance for Agents to sell
Liberal Commissions and Renewal Contracts to Good Men

GEO. C. FARRELL, Manager Pacific Coast Dept.

456-457-458 Mills Building, San Francisco

American Central INSURANCE COMPANY
of St. Louis Established 1853
Assets, \$5,549,279 Surplus to Policyholders, \$2,410,275 Losses Paid, \$26,531,745

St. Paul F. & M. INSURANCE COMPANY
of St. Paul, Minn. Established 1865
Assets, \$8,785,319 Surplus to Policyholders, \$3,351,370 Losses Paid, \$44,006,102

LLOYDS PLATE GLASS INSURANCE COMPANY, NEW YORK

Mercantile F. & M. UNDERWRITERS of St. Louis
Assets, \$5,549,279
Surplus to Policyholders, 2,410,275

Minnesota UNDERWRITERS of St. Paul
Assets, \$8,785,319
Surplus to Policyholders, 3,351,370

TERRITORY—California, Oregon, Washington, Idaho, Montana, Utah, Nevada and Arizona

CHRISTENSEN & GOODWIN, Managers

Pacific Department:—235 to 241 SANSOME STREET, SAN FRANCISCO.

Fire Association

Organized 1817

Of PHILADELPHIA

Began on Coast 1873

Paid \$1,835,930 San Francisco Conflagration Losses

Cash Capital,	-	\$ 750,000.00	Cash Assets,	-	\$9,154,808.16
Net Surplus,	-	2,558,864.84	Policyholders Surplus,	-	3,308,864.84

PHILADELPHIA UNDERWRITERS

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets,	-	\$26,907,330.00	Surplus to Policyholders,	-	\$12,185,135.00
Net Losses Paid in San Francisco in 1906.	-	-		-	\$5,064,178.03

FRANK M. AVERY, Manager California, Arizona and Nevada
Special Agents: T. F. O'GRADY, San Francisco; GEO. F. STANIFORD, Los Angeles
315 California Street, - - - San Francisco

Coast Review 1913

INDEX

Copies can be had by addressing the publisher
1103 Merchants Exchange Bldg.,
San Francisco

GENERAL

Four of the largest tourist companies in the United States have been appointed tour agents of the Panama-Pacific International Exposition and are busily engaged forming tourist parties

to San Francisco during the exposition. One company alone already has 25,000 people signed up to attend the exposition.

American and Canadian railways generally report reduced net earnings.

Elevator-owners should be required by law to give a bond for the indemnity of all employees and passengers injured thereby, if the building is mortgaged, and the liability does not attach to the mortgagee.

CONNECTICUT

Fire Insurance Co. of Hartford

Established 1850

SIXTY-FOURTH ANNUAL STATEMENT

CAPITAL STOCK,	. . . . .	\$1,000,000
SURPLUS TO POLICYHOLDERS,	. . . . .	2,316,311
TOTAL CASH ASSETS,	. . . . .	6,761,549

BENJAMIN J. SMITH

Manager Pacific Department

433 California Street - - - San Francisco

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by
the State of Massachusetts

Incorporated 1849

Total Assets	\$ 10,943,903 00
Total Liabilities	8,112,529 00
Net Surplus	2,331,374 00

SURPLUS TO POLICYHOLDERS, \$ 4,331,374.00

NEWARK

Fire Ins. Co.

of Newark, N. J.

Oldest Fire Insurance Company Chartered by
the State of New Jersey

Incorporated 1811

Total Assets	\$ 2,009,888 00
Total Liabilities	1,102,757 00
Net Surplus	607,136 00

SURPLUS TO POLICYHOLDERS, \$ 1,107,131.00

OFFICE: KOHL BUILDING,

Corner California and Montgomery Streets, San Francisco

GEORGE W. DORNIN, *Manager*

JOHN C. DORNIN, *Asst. Manager*

SUPERINTENDENTS OF AGENCIES

J. F. R. WEBBER GEO. C. CODDING L. B. ROGERS J. E. CRANDALL C. H. ANDERSON
FRANK H. YOUNG

The Kansas stating rating case before the national supreme court will probably not be disposed of before next autumn.

THE FIDELITY & CASUALTY CO. OF NEW YORK

92 Liberty Street, New York, N. Y.

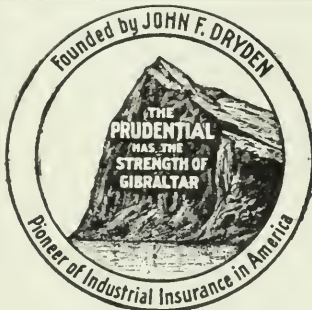
SEMI-ANNUAL STATEMENT, JUNE 30, 1913

Assets	\$10,824,349 81
Liabilities	7,903,328 86
Capital	1,000,000 00
Surplus over all liabilities	1,921,020 95
Losses Paid to June 30, 1913	42,907,985 38

This company issues contracts as follows :

Fidelity Bonds; Surety Bonds; Accident, Health, and Disability Insurance; Burglary, Larceny, and Theft Insurance; Plate Glass Insurance; Liability Insurance; Employers, Public, Teams (Personal Injury and Property Damage), Automobile (Personal Injury, Property Damage and Collision), Physicians, Druggists, Owners and Landlords, Elevator, Workmen's Compensation; Steam-Boiler Insurance, Fly-Wheel Insurance.

Pacific Coast Department: { California—CHAS. J. BOSWORTH, General Agent, Merchants Exchange
San Francisco. Washington and Oregon—SEELEY & CO., 111 S. 10th
St., Tacoma; Coleman Bldg, Seattle; Board of Trade Bldg, Portland.



The Life Insurance Salesman

is one of mankind's strongest allies.
He steps into the home with cash for
the afflicted family and proves the
blessings of Life Insurance.

AGENTS WANTED

THE PRUDENTIAL INSURANCE CO. OF AMERICA

FORREST F. DRYDEN, President.

Home Office, NEWARK, N. J.

Incorporated as a Stock Company by the state of New Jersey.



Prevent Losses

 through dishonesty. Our
special short form Insurance

Bond guarantees absolute protection.

American Surety Company

 OF
NEW YORK

The Largest Surety Company in the World

RUDOLPH SPRECKELS, RESIDENT VICE-PRES.

JAMES K. LYNCH, RESIDENT VICE-PRES.

CHARLES A. SHURTLEFF, Counsel

R. D. WELDON, Manager, Pacific Coast District

Brewster Cameron, Jr., Acting Mgr. for Northern California and Nevada
Merchants National Bank Bldg. San Francisco. Telephone Kearny 1099

FIRE

Kentucky state taxes and bureau fees will hereafter be equal to 6½ percent of the fire premiums. The new law also authorizes the

state rating board to enforce percentage reductions on any class of risks. If the companies remain in Kentucky, other states will pass a similar law.

A New York bill provides that insurance companies may own the stock of other fire companies. It will probably become a law. Two or three big companies will then com-

pete with the Hartford companies in the purchase and operation of other companies "in the market."

GOOD SERVICE is the foundation upon which to erect a successful business. Brief, liberal, clearly expressed policies, with guaranteed low cost, are serviceable alike to policyholders and agents.

For agencies address

THE COLUMBIAN NATIONAL LIFE
BOSTON, MASS.

ARTHUR E. CHILDS,
President

WM. C. JOHNSON,
Vice-President and Gen. Mgr.

Union Assurance Society, Ltd.

1714

OF LONDON

1913

Assets, \$6,000,000.00

PACIFIC DEPARTMENT

HARRY H. SMITH, Manager

Insurance Exchange Building, 433 California St., San Francisco

ORGANIZED 1797

The Norwich Union Fire Insurance Society, Ltd.

Of Norwich, Eng.

ASSETS OVER \$10,000,000 LOSSES PAID OVER \$100,000,000

Northwestern Fire and Marine Insurance Co.,

Of Minneapolis, Minn.

Assets, - \$995,596 Capital, - \$300,000 Surplus, - \$334,591

PACIFIC DEPARTMENT

J. L. FULLER, Manager

332 Pine Street,

SAN FRANCISCO

Pacific Coast Department

Aachen & Munich

Fire Insurance Company

430 California St., - - San Francisco, Cal.

A. C. OLDS, Manager

1792—FIRE INSURANCE**AUTOMOBILE INSURANCE—1914****Insurance Co. of North America**

OF PHILADELPHIA

ASSETS, \$17,938,783.51**Alliance Insurance Company**

OF PHILADELPHIA

ASSETS, \$ 2,288,274.81**PACIFIC COAST DEPARTMENT :****JAMES C. JOHNSTON, General Agent****J. K. HAMILTON, Asst. General Agent****Security Building, 343 Sansome St.****SAN FRANCISCO****SPECIAL AGENTS****A. C. WRIGHT, San Francisco****F. J. MAYER, San Francisco****W. F. KUHL, Los Angeles****G. F. GUERRAZ, Seattle, Wash.****M. H. REEVES, Spokane, Wash.****G. L. CAMP, Billings, Montana****COAST REVIEW POSTERETTE****ALWAYS DEPOSIT
Your
BANK CHECKS
Promptly**

Court Decisions Are Not Uniform as to Responsibility for Failure to Deposit within a reasonable Time, where Drawer or Bank Becomes Insolvent; nor Is It Certain as to what Constitutes a Reasonable Time. Moreover, a Neglect to Deposit a Bank Check Promptly may Inconvenience the Bookkeeping of the Check-Drawer.

BEGIN NOW**To Make a
DEPOSIT****IN OUR LIFE INSURANCE BANK**

ARE YOU PLEASED?

IF NOT, SEE

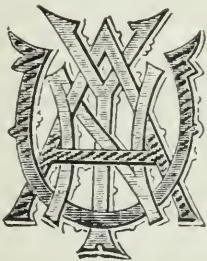
US

**POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
Occidental Life Insurance Co.
OF CALIFORNIA**

"THE DURABLE"

THIRD FLOOR GROSSE BLDG.

LOS ANGELES, CAL.



NEW YORK UNDERWRITERS AGENCY

Cash Assets January 1, 1914,	- - - -	\$26,525,973.85
Net Surplus January 1, 1914,	- - - -	8,048,522.13
Surplus to Policyholders January 1, 1914,	-	10,048,522.13
Losses Paid, Over	- - - -	167,060,500.00

H. R. MANN, Manager

F. M. BRANCH, H. R. MANN Jr., Assistant Managers

Pacific Department: 339-341 Sansome St., San Francisco

SPECIAL AGENTS AND ADJUSTERS:—V. H. QUITZOW, A. C. ANDERSON, SAN FRANCISCO, CAL.; A. E. BAILEY, SEATTLE, WASH.; H. HARRY SMITH, LOS ANGELES, CAL.; H. B. HAGEN, SPOKANE, WASH.

W. R. BROCK, President

W. B. MEIKLE, Vice-President and General Manager

BRITISH AMERICA ASSURANCE CO.

OF TORONTO

(INCORPORATED 1833)

(FIRE AND TORNADO)

United States Assets	\$1,889,180.90
Liabilities in United States	1,161,272.78

Surplus \$727,908.12

MILLER, HENLEY & SCOTT

129 Leidesdorff St., San Francisco

General Agents for Oregon, Washington,
Alaska and Hawaii

WATSON & TAYLOR

395 California St., San Francisco

General Agents for California

The Stuyvesant has retired from three states.

Kentucky taxes the fire companies 7½ percent of their premiums in that state. This is one reason why the cost of living is high.

Kentucky will cancel the licenses of companies which have suspended writing. The political gods of this state will rule or bust. The companies say that if their licenses are canceled they will cancel all business in the state.

Statements showing the standing of the

CALEDONIAN	INSURANCE COMPANY	Of Edinburgh
The oldest Scottish Fire Office		(Organized 1805)
Capital	\$5,078,365 32	Assets, \$19,557,563 20
Capital, paid up	537,500 00	Net Surplus 2,230,403 19

CALEDONIAN-AMERICAN	INSURANCE COMPANY	Of New York
Capital . . . \$200,000 00	Cash Assets . . . \$253,114 00	Surplus to Policyholders . . . \$238,104 00

THE SCOTCH UNDERWRITERS	
Assets \$19,557,563 20	Net Surplus \$2,230,403 19

Pacific Department Office: 430 California Street, San Francisco.

A. C. OLDS, Manager

BALFOUR, GUTHRIE & CO., Pacific Coast Directors

Pacific Surety Company

OF SAN FRANCISCO, CALIFORNIA

Accident and Health
Plate Glass

Employers' Liability
Workmen's Compensation

INSURANCE THAT INSURES

C. H. CRAWFORD,
PRESIDENT

ESTABLISHED
1885

THE LONDON ASSURANCE CORPORATION

OF LONDON

Cash Assets, . . . \$24,899,825.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS — C. W. ROHRER, Los Angeles, Cal.; ROD E. SMITH, Portland, Oregon;
T. S. HEATH, Denver; J. E. JOHNSON, Spokane; P. R. WEINMANN, B. L. PENFIELD, San Francisco.
PERCY J. PERRY, Seattle.

A. W. THORNTON, Manager
J. M. MENDELL, Assistant Manager
G. E. GOGGIN, City Manager
WM. HACKETT, Supt. of Agents
Pacific Branch—Southeast corner Sansome and Pine Sts., San Francisco

FIRE

An Illinois special for the New York Underwriters lost his life in the St. Louis hotel fire.

A Mississippi bill says recovery shall not be defeated by policy clause requiring ownership to be unconditional or

in fee simple, unless actual fraud is proved.

St. Louis has returned to its old fire ways. So far this year the losses have exceeded \$1,500,000. The companies will lose money on the Mound City business in 1914.

FIRE**NIAGARA FIRE** Insurance Company

Assets, - \$6,981,389.16 Surplus to Policyholders, - \$3,664,392.31

DETROIT FIRE & MARINE Insurance Company

Assets, - \$2,194,259.14 Surplus to Policyholders, - \$1,549,532.75

NIAGARA - DETROIT UNDERWRITERS

Assets, - \$10,661,489.00 Surplus to Policyholders, - \$5,966,544.00

EDWIN PARRISH, Manager*Pacific Coast Department 334 Pine St., - San Francisco***Department of the Interior Bureau of
Mines—New Publications**

Third Annual Report of the Director
of the Bureau of Mines, 1912-13, J. A.
Holmes, Director. 1913. 118 pp., 1 pl.

Good Territory**OPEN TO
RIGHT MEN**

—those who know how and can pro-
duce applications and settle policies
—always ready to negotiate with men
of experience, energy and enthusiasm.

**UNION MUTUAL LIFE
Insurance Company**

PORTLAND, MAINE.

FRED E. RICHARDS, PresidentAddress ALBERT E. AWDE, Supt. of Agencies
7 W. Madison St., Chicago, Ill.**GEO. ELLIOTT HUNT, Manager**
Shreve Bldg., San FranciscoT. H. McAllis, Manager, Sherlock Bldg.,
Portland, Ore.P. B. Duren, Manager, Boston Block, Seattle,
Wash.The Western States Agency Co., Manager,
225 Foster Building, Denver, Col.

J. E. Evans, Manager, Vancouver, B. C.

Bulletin 42. The sampling and exam-
ination of mine gases and natural gas,
by G. A. Burrell and F. M. Seibert.
1913. 116 pp., 2 pls., 23 figs.

Bulletin 68. Electric switches for
use in gaseous mines, by H. H. Clark
and R. W. Crocker. 1913. 38pp., 6 pls.,
1 fig.

Technical Paper 57. A preliminary
report on the utilization of petroleum
and natural gas in Wyoming, by W. R.
Calvert. 1913. 23 pp.

Technical Paper 69. Production of
explosives in the United States during
the calendar year 1912, compiled by A.
H. Fay. 1914. 8 pp

Technical Paper 71. Permissible ex-
plosives tested prior to January 1, 1914,
by Clarence Hall. 1914. 12 pp.

The Bureau of Mines has copies of
these publications for free distribution.
Requests for all papers can not be
granted without satisfactory reason. In
asking for publications, please order
them by number and title. Applica-
tions should be addressed to the Direc-
tor of the Bureau of Mines, Washing-
ton, D. C.

Marine.—The Globe & Rutgers will
write ocean marine.

NORTHERN
LIFE

LIFE
HEALTH
ACCIDENT

3 IN 1

Insurance Company

POLICY PROVIDING PERFECT PROTECTION

HOME OFFICE
SEATTLE
U. S. A.

Life Premiums Cease if Permanently Disabled.
Monthly Indemnities. Guaranteed Dividends.

\$200,000.00 Deposited With State Treasurer
Reserves and Surplus to Policyholders over \$500,000.00

An OLD LINE Company
with NEW LINE Ideas.

President, Hon. GEO. A. COX.
Vice President. W. R. BROCK.

General Manager
W. B. MEIKLE

WESTERN ASSURANCE CO.

OF TORONTO (INCORPORATED 1851)

United States Assets \$2,464,562.05
Liabilities in United States 1,446,243.42
Surplus \$1,018,318.63

PACIFIC COAST DEPARTMENT

129 LEIDESDORFF STREET - - - SAN FRANCISCO
MILLER, SCOTT & HENLEY, Managers.

Total Assets Represented over \$20,000,000

Svea
Insurance Company
of Gothenburg

Agricultural
Insurance Company
Watertown, N. Y.

Globe & Rutgers Fire
Insurance Company
of New York

Hamilton Fire
Insurance Company
of New York

Globe Underwriters
of New York

EDWARD BROWN & SONS

General Agents Pacific Coast Departmen
202 - 204 Sansome St., San Francisco

22,000 EDITION

It Is for All Local Agents

10th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.50

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

Royal Exchange Assurance

OF LONDON

Incorporated by Royal Charter A. D. 1720

Total Assets Exceed \$32,000,000.00

A Successful Record of Nearly Two Hundred Years.

Losses Paid During That Time Exceed

\$225,000,000.00

United States Branch, 92 William St., New York City

R. D. HARVEY, United States Mgr.

LAWRENCE F. LAMPING, State Agent

For Oregon, Washington and Northern Idaho

310 BURKE BUILDING, SEATTLE

CANTON

Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital paid up (Gold)	- - -	\$ 250,000 00
Cash Assets (Gold)	- - -	2,267,816 75
Net Surplus over Capital (Gold)		1,554,193 31
On deposit in the United States, (registered U. S. bonds)	- -	225,000 00

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents
Since January, 1882

J. J. THEOBALD, Manager

320 California Street, San Francisco

[Babcock Building]

PHŒNIX

Assurance Company. Ltd.

Of London

ESTABLISHED 1782

W. IRVING

General Agent for Pacific Coast

R. GALLEGOS

Assistant General Agent

343 SANSOME STREET

Security Building
(Entrance on Halleck Street)

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employees. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.
Royal Insurance Building

GENERAL INSURANCE NOTES

FIRE

The abnormal loss ratio of 1913 on detached losses (not all on detached risks) on good (heretofore) classes, worries the underwriters who take time to try to think.

The little crooked thing that asks questions (? ? ?) that a celebrated writer had in mind when he applied that description to a cripple of superior brain, bobs up every time the fire whistle blows, and asks why so many unlooked for losses on good property.

Thus far in 1913 conflagration losses are nil as compared with other years, but losses that ought not to happen are numerous and many.

The large percentage of losses on overinsured property may be accounted for on the theory that when a man pays for insurance protection that will turn slow-selling property into cash P. D. Q. at a profit a little in excess of slow sales and hard collections, that his interest in "sprinklers in order," "buckets in place," "hose on reels," "watch clocks attended to," "watchman on premises," "smoking not allowed," "sawdust in spittons," "sand to absorb oil drips" and other little matters that might prevent not-badly-wanted property from being transformed into much-needed gold coin, is not as strenuous as it would be, if the net returns were \$80 or \$90 on \$100 cash value instead of \$105 to \$115.

Well, why should he worry? —Wm. Sexton in Fireman's Fund Record.

The Allemannia's losses plus expenses amounted to about 100 percent of the earned premiums.

The Dixie had 73.4 percent losses in 1913 and 47.1 percent expenses, a total equal to 120.5 percent of the premiums. Income was \$495,848 and outgo was \$587,380.

LIABILITY

Madera, Cal., Feb. 28. — Sues for \$20,300 Damages.—Joe Fraga through his guardian, J. M. Avellar, has brought suit for \$20,300 damages against Levi Pitman, a well known rancher. Fraga was injured with a caterpillar engine owned by Pitman and had an arm crushed about a year ago. Pitman was willing to settle, but the liability companies with which he carried insurance, wished to have the matter taken into court.

MARINE

Glasgow. — The "Mississippi" has been launched. She has internal combustion Diesel engines, is 383 feet long, and has a gross tonnage of 5,000; has five steel decks. Electrical appliances do the heating, cooking and steering and operate the windlasses.

MISCELLANEOUS

For the week ending March 12 U. S. bank clearings decreased some \$345,000,000.

February was a cold and a fiery month in the Middle West, where losses absorbed nearly all the premiums.

Heavy sprinkler leakage losses caused by zero weather are reported in the northern Mississippi Valley.

Fresno, Cal., postal receipts show 6 percent gains.

Among the New York Life leaders are Miss N. J. Rodgers, F. S. Engle, of the Oregon branch; I. H. Cook, M. E. McGrath, M. E. North, K. Uchida, A. J. Cartwright, Nevada; A. L. Miller, O. L. Pease, C. E. Tyler; F. H. Drew, Adolph Gusdorff, Spokane.

There still survive (still too) two Teutonias. Combined assets two million.

ESTABLISHED 1873

Office of Edward E. Potter

General Agent

The first office to commence paying losses after the conflagration.

The first office to commence paying in full the face of the policies, without discount, for cash or exchange.

The only general agency that remained in San Francisco where its patrons suffered.

The only office that did not compel its patrons to go to the expense and trouble of going to Oakland for the adjustment of their claims.

The Edw. E. Potter General Agency commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
It Costs No More**

January 1, 1913

OLD AND
TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS TO POLICYHOLDERS	\$5,312,945 00
UNDIVIDED PROFITS	2,486,705 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS TO POLICYHOLDERS	\$3,848,154 00
UNDIVIDED PROFITS	896,217 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS TO POLICYHOLDERS	\$2,492,354 00
UNDIVIDED PROFITS	439,752 00

EDWARD E. POTTER, General Agent

W. W. POTTER, Assistant General Agent

Potter Building, 578 Sacramento St.

San Francisco, Cal.

GENERAL

Salmon, the Saltatory Food Fish

The governors of practically every state in the Union have designated March 13, 1914, for the celebration of National Salmon Day, urging the general public to use canned salmon in some form on that day in honor of the world's most valuable food fish.

The history of the salmon-canning business is unique among American industries. It had its inception half a century ago, when William and G. W. Hume and Andrew S. Hapgood emigrated to the Pacific Coast from Maine, where the latter had already had some little experience in lobster canning. Then, as now, the waters of the Pacific Coast teemed with salmon. The Humes and Hapgood built a small floating plant on the Sacramento river and with a great deal of effort packed 2,000 cases by hand. In the early days a pack of 150 to 200 cases a day was considered the limit. Now there are many canneries capable of producing from 1,500 to 2,000 cases per day and others of even greater capacity. The natural inventive genius of the Yankee came to the rescue of the industries even in the early days and the process is now practically entirely automatic. The greatest single stride made in the history of the business came with the invention of a machine for cleaning and dressing fish—a work heretofore confined to human hands. Under present methods the fish are cleaned and sliced, the cans filled, sealed, and cooked entirely by machinery and even the small pinch of salt which each can requires is now inserted with nicety by a mechanical device.

The fish are caught in purse seines, gillnets and traps. The purse seines are long nets which are cast in a huge

circle and then drawn together at the bottom by a purse string. The gillnets take the fish while they are running up the rivers, and the traps are big arms of wire netting which reach out into bays and sounds and take a portion of the fish as they pass. It is estimated that the salmon fisheries of the Pacific Coast give employment to more than 30,000 persons.

Although the demand has increased rapidly, modern methods have greatly increased the pack, which has grown from 2,000 to 8,000,000 cases per year, so that in the days of the high cost of living salmon still remains cheap, and is to be found on both the tables of the rich and poor where its palatability, nutritiousness and economy have found a permanent place for it.

AUTOMOBILE

Lloyds—some of them—have been disturbing the shallow pool of automobile profits over-sea. They are advertising for business, through subsidiary organizations, and are cutting rates in the ridiculous fashion of underwriters who gamble and do not always pay.

FIRE

Oroville, Cal., having water enough to spare for bathing and flower-pots, has had its insurance rate reduced.

The German of Pittsburg has reinsured its Iowa business.

The Missouri Athletic Club preferred to pay the \$750 increase in premium rather than "protect" the elevator and stairways. Had they "protected" them, as required by the underwriters, there would probably have been no loss of life. No doubt when the underwriters raised the rate 25 cents because of unprotected openings the club directors raised a howl against the "insurance trust."

STABILITY AND STRENGTH

RESOURCES OVER \$52,000,000.00

SUN

OF LONDON

NATIONAL

OF HARTFORD

COLONIAL

FIRE UNDERWRITERS
AGENCY

MICHIGAN

FIRE AND MARINE
OF DETROIT

SUN

UNDERWRITERS

MECHANICS & TRADERS

OF NEW ORLEANS

PACIFIC DEPARTMENT

WILLARD O. WAYMAN--CARL A. HENRY

JOINT GENERAL AGENTS

FRANK E. STONE

MAXWELL H. THOMSON

ASSISTANT GENERAL AGENTS

Sansome and Sacramento Streets

San Francisco, Calif.

Branch Offices: Los Angeles, Cal., Portland, Ore., Seattle and
Spokane, Wash., and Denver, Colo.

AGENTS WANTED IN EVERY CITY, TOWN OR VILLAGE.

1863

51st YEAR

1914

FIRE

AUTOMOBILE

MARINE

Organized in 1863

Firemans Fund

Insurance Company

Incorporated under the Laws of California.

HOME OFFICE: COMPANY'S BUILDING

401 California Street - San Francisco, Cal.

Capital, \$1,500,000.00

Assets, \$9,864,872.00

BERNARD FAYMONVILLE

PRESIDENT

J. B. LEVISON

VICE - PRESIDENT

LOUIS WEINMANN

SECRETARY

A. W. FOLLANSBEE, Jr.

MARINE SECRETARY

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MARSHALL & McELHONE, Mgrs.

171 La Salle St., Chicago, Ill.

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A. K. SIMPSON, Manager

J. W. LITTLE, Ass't Manager

Mason Building

Boston, Mass.

Atlantic Marine Department

FRANZ HERRMANN, Manager

79-85 Wall Street, New York

VOL. 86
NO. 4

APRIL

SEE PAGE

1914

THE

TELEPHONE KEARNY 5934

Coast Insurance Protection Review

An Insurance Journal and Directory

IN ITS FORTY-THIRD YEAR

San Francisco: Merchants Exchange Building

The Only INSURANCE Journal in the Pacific West

INSURANCE PUBLISHING CO., Publishers

Pacific Coast Fire Business

California Fire Business

United States Marine Business

Company Statements Reviewed

Spontaneous Combustion—Prof. O'Neil

Motor Boat Adjustments—J. Hunter Harrison

Washington Insurance Laws—W. W. Hindman

A Tontine Decision

A California Life Decision

A California Marine Decision

California Mutual and Surplus Line Business

Summary of Coast Fire Business by Agencies

Interest on Policy Loans Should Not Be More Than Interest
on Mortgages

Some Fire Business by States Figures

Green and Frank of the Pacific Coast Casualty

West Coast Life and the Military

Pacific Coast Casualty Co.

Circulating Extensively in all the
States and Territories of the Pacific
West

PRICE 25 CENTS
\$3.00 PER ANNUM

Subscribers in the East, in Europe, in
South America, Japan, China and
Australasia

The Great Fire Insurance Company of the World
ASSETS IN UNITED STATES, - \$14,261,648.20



Established 1836

Entered U. S. 1852

The statement of the condition of the United States Branch on the 31st of December, 1913, in accordance with the laws of the State of New York, is as follows:

Assets \$14,261,648.20
Liabilities 9,632,630.05

Surplus \$ 4,629,018.15

As an illustration of the Company's practice in maintaining its Assets in the United States in years of excessive loss, the following figures may interest Policyholders:

Year.	Assets at 1st January.	Income.	Expenditure.	Excess of Expenditure
1871	\$3,054,361	\$3,163,901	\$5,122,653	\$1,958,752
1872	3,640,450	3,733,101	4,484,999	751,898
1873	4,165,290			

Thus showing EXCESS OF EXPENDITURE in the two years of \$2,710,650
And INCREASE OF ASSETS in the same time of 1,110,929

PROGRESS OF THE UNITED STATES BRANCH.—Net fire premiums: 1848, \$4,519; 1858, \$471,988; 1868, \$1,739,620; 1878, \$2,422,126; 1888, \$3,928,010; 1898, \$4,979,422; 1908, \$7,427,617; 1909, \$7,839,471; 1910, \$8,001,144.

LOSSES.—The amount paid in satisfaction of Fire Losses in the United States in the course of 66 years exceeds \$137,000,000. This large sum in conjunction with the growth of the Company's business, evinces the confidence of the public and the faithfulness with which the Company's losses are adjusted and settled.

PACIFIC DEPARTMENT ESTABLISHED 1852
In Company's New Building
444 California St., San Francisco

R. P. FABJ, Manager
THOS. H. ANDERSON, Asst. Manager

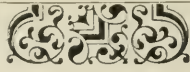
Special Agents:

G. BRUSH
W. H. RAYMOND

R. H. ROUNTREE
CHESTER S. MYRICK

HARRISON HOUSEWORTH
F. E. ATKINS

LOGAN B. CHANDLER
GEO. J.



Conflagration-Proof Insurance




Losses paid to date, - - over \$166,000,000

PACIFIC DEPARTMENT

GERMAN AMERICAN. PHOENIX OF HARTFORD

GERMAN ALLIANCE. PROTECTOR UNDERWRITERS



EQUITABLE FIRE & MARINE INSURANCE CO.

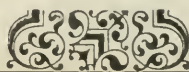
GEO. H. TYSON GENERAL AGENT.
HERBERT FOLGER, ASST. GENL. AGENT

SAN FRANCISCO.

Losses paid in San Francisco, - over \$6,000,000

Total Assets Thirty - Nine Millions

Agents Wanted in every City, town or Village



YOUR CARD

as a representative of the "Oldest Life Insurance Company in America" will prove your best introduction

The Mutual Life Insurance Company of New York

Impregnable Strength

Incomparable Dividends

Maximum Benefits

Minimum Net Cost

For terms to producing agents, address

GEORGE T. DEXTER, 2d Vice-President

34 Nassau Street, - - - - - New York, N. Y.

GENERAL New Publications

Bulletin 69. Coal-mine accidents in the United States and in foreign countries, by F. W. Horton. 1913. 101 pp., 3 pls., 40 figs.

Technical Paper 30. Accident Prevention at Lake Superior iron mines, by D. E. Woodbridge. 1913. 34 pp., 7 figs.

Technical Paper 51. Possible causes of the decline of oil wells, and suggested methods of prolonging yield, by L. G. Huntley. 1913. 32 pp., 9 figs.

The Bureau of Mines has copies of these publications for free distribution, but cannot give more than one copy of the same bulletin to one person. Requests for all papers cannot be granted without satisfactory reason. In asking for publications, please order them by number and title. Applications should be addressed to the Director of the Bureau of Mines, Washington, D. C.

President Evans of the Continental is motoring in Europe.

Received.—List of Persons, Partnerships, Associations and Corporations Licensed as Brokers in State of New York. By the State Insurance Department of New York.

The word "fireproof" is to be stricken out of the underwriters' dictionary. Nothing is really fireproof but "cheek." We are hereafter to speak only of "fireresistive" buildings.

Again a state employee in California has been stealing automobile registrations and selling them to a weekly motor paper, which is supposed to have been first selling the list to some automobile insurance company. The female employee, who received \$50 a month for the first look at the list, has been discharged.

INCORPORATED 1861

The California Insurance Company

Cash Capital, \$400,000 00

Net Surplus, 191,636 00

Total Assets, 1,141,200 00

E. T. NIEBLING, President
GEO. W. BROOKS, Secretary

W. E. DEAN, Vice-President
J. W. WARNER, Assistant Secretary

**HOME OFFICE: Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.**

Special Agents and Adjusters

A. N. LINDSAY, Seattle LEIGH H. ROBINS, Los Angeles B. A. SIFFORD, Portland

**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."**

Eastern Department, Philadelphia, FRANK C. STURTEVANT, Manager.

Middle East Department, Pittsburg, LOGUE BROS. & CO., Gen'l Agts.



LTD.

OF LIVERPOOL, ENGLAND.

INCORPORATED 1861

**Pacific Department, - 332 Pine Street
SAN FRANCISCO, CAL.**

SAM B. STOY, Manager

**THE LONDON & LANCASHIRE IS A STAUNCH SUPPORTER OF THE AGENCY SYSTEM
AND DOES NOT WRITE OVER THE HEADS OF ITS REPRESENTATIVES**

Pacific Coast Casualty Company

OF CALIFORNIA

EMPLOYERS' LIABILITY—TEAMS—
GENERAL LIABILITY—WORKMEN'S
COLLECTIVE—VESSELS—ELEVAT-
OR—AUTOMOBILE—PERSONAL AC-
CIDENT—BURGLARY and PLATE
GLASS INSURANCE—FIDELITY and
SURETY BONDS. ∴ ∴ ∴

T. L. MILLER, President

HOME OFFICE:
Merchants Exchange Building
SAN FRANCISCO

GENERAL

A small increase in manufacturers' failures is reported.

A Texas insurance agent has just inherited a \$5,000,000 estate. Of course he will now insure his life.

The Dutchess, which settled San Francisco losses at 25 to 30 cents, has finally vanished, after paying its stockholders fifty-four percent of their holdings.

The National Board will establish a bureau for the compilation of loss statistics if the insurance commissioners will relieve companies of such reports to the state departments.

E. G. Halle of the Germania Fire was unanimously re-elected chairman of the Western Insurance Bureau in spite of his request not to be, on account of his ill health. Col. Halle has done wonders for the bureau.

BANKERS LIFE COMPANY

DES MOINES, IOWA

Organized 1879

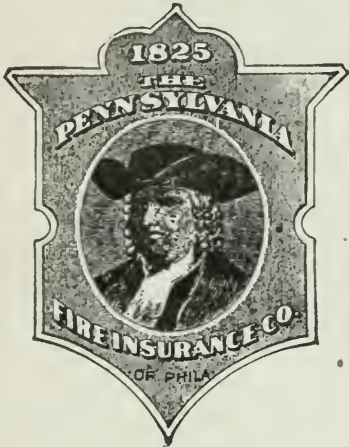
Insurance Issued and Restored,

1913 (Paid for) - - \$60,907,000.00

Increase in Admitted Assets

for Year - - \$ 2,630,411.43

ERNEST E. CLARK, - President



The Pennsylvania

*Fire Insurance Company
of Philadelphia*

Assets Jan. 1, 1914, \$8,002,962.21

Surplus to Policyholders

Jan. 1, 1914, 3,076,053.39

One of the Oldest and Strongest Fire Insurance Offices
in the United States

Pacific Coast Department:

201 Sansome Street, SAN FRANCISCO

RUSSELL W. OSBORN, Manager

S. P. MESICK, Superintendent of Agencies

F. J. AGNEW, " " "

SPECIAL AGENTS: A. C. McConnell C. V. McCarthy F. A. Lathrop

Oakland, Cal., firemen insist on "two days off" every week. Just now they feel a little off on Mondays.

Railway passenger agents from all the principal lines of the United States have just finished a meeting in San Francisco at which the rates for the exposition were agreed upon. The exceptional rate of one way fare for the round trip was announced after several days' deliberation and this affords the best opportunity from an economic standpoint for those who have long been planning a Western trip. The railroads are expecting to carry a million people from the Eastern states to the exposition in 1915. The American Association of Traveling Passenger Agents has also selected San Francisco for the meeting November 9, 10, 11 and 12, 1914.

The Metropolitan Life Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

"An agent is known by the companies he keeps."

CONTINENTAL INSURANCE COMPANY OF NEW YORK

The best company for a policy-
holder is the best company
for an agent.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago

FIDELITY-PHENIX FIRE INSURANCE COMPANY OF NEW YORK

The assured places the responsibility
on the agent; a Fidelity-Phenix
policy relieves him of it.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
137 South LaSalle Street, Chicago

FIDELITY (FIRE) UNDERWRITERS OF NEW YORK

Combine the assets of two of the
largest companies with the highest
sense of liberality and fairness.

Combined Assets. \$42,586,574

Policyholders' Surplus. \$23,743,555

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago

Law Union and Rock

Insurance Company, Ltd.,
OF LONDON



Funds Exceed - - \$ 47,897,465
Annual Income Exceeds 6,500,000
Claims Paid Over - - 130,000,000

PACIFIC COAST DEPARTMENT

HARRY H. SMITH, Manager

433 California Street

SAN FRANCISCO, CALIF.

FOUNDED 1806

EDWARD M. BRODENSTEIN, Branch Secretary J. P. CARROLL, Superintendent of Agencies

SPECIAL AGENTS: F. A. STAHL, Northern California and Nevada, San Francisco; NOAH L. NELSON, Northern California, San Francisco; F. F. RICHARDS, Southern California and Arizona Los Angeles; R. D. EMERY, Oregon and Western Washington, Portland; NYE KERN, Eastern Washington, Idaho and Montana, Spokane.

APPLICATIONS FOR AGENCIES INVITED

APRIL 1, 1914

THE COAST REVIEW

(Insurance)

Began in 1871

Merchants Exchange, : : San Francisco
Insurance Congress San Francisco, 1915

PUBLISHER'S N. B's

THE COAST REVIEW prints more statistics (insurance) of the Pacific West than do all other journals combined. And statistics costs money.

THE PACIFIC FIRE CHART of the Coast Review has distinctive features which make it unique. We were the first to print "Great Fires" in this Chart; we were the first and are still the only Chart printing a summary of "Court Fire Decisions for 12 Months." This is the oldest Fire Chart in the West.

WE are now printing regularly "Coast Review Posterettes," a half page in the advertising pages. The object is to give a suggestion for agency cards or advertisements — for enterprising agents and brokers. We should like suggestions from our readers, or marked copies of their own printing and designing ventures along this untrodden way. An "ad," even a card, should convey information.

CAN'T insurance men devise some better way of testifying to their regard for a retiring underwriter than by stuffing him and themselves with a dinner at a high price per plate? It seems not. Dinner, dyspepsia, damn! Why not a theatre party in boxes and a supper? Why not music, singing, stories — and only one "set" and fit speech — and then refreshments, and a beautiful and lasting souvenir?

REALLY, if the field men do not take more interest in their free directory whice we print every two or three months, we shall give it up. We want prompt corrections, additions and eliminations, from the specials themselves as well as from the employing offices.

"Here is the Answer;" in WEBSTER'S NEW INTERNATIONAL

THE MERRIAM WEBSTER

Every day in your talk and reading, at home, on the street car, in the office, shop and school you likely question the meaning of some *new* word. A friend asks: "What makes mortar harden?" You seek the location of *Loch Katrine* or the pronunciation of *jujutsu*. What is *white coal*? This New Creation answers all kinds of questions in Language, History, Biography, Fiction, Foreign Words, Trades, Arts and Sciences, *with final authority.*

400,000 Words.
6000 Illustrations.
Cost \$400,000.
2700 Pages.

The only dictionary with the *new divided page*, — characterized as "A Stroke of Genius."

India Paper Edition:

On thin, opaque, strong, India paper. What a satisfaction to own the *Merriam Webster* in a form so light and so convenient to use! One half the thickness and weight of Regular Edition.

Regular Edition:

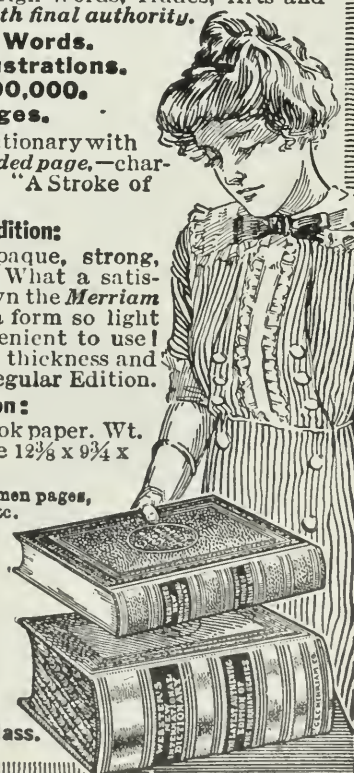
On strong book paper. Wt. 14¼ lbs. Size 12¾ x 9¾ x 5 inches.

Write for specimen pages, illustrations, etc.

Mention this publication and receive **FREE** a set of pocket maps.

**G. & C.
MERRIAM
CO.,**

Springfield, Mass.



"THE LEADING FIRE INSURANCE COMPANY OF AMERICA."

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$6,909,389.89

Surplus as to
Policyholders
\$11,909,389.89



Cash Assets Now
\$22,481,250.34

Losses Paid
in

95 Years

\$138,501,348.36

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

W. H. BREEDING, General Agent

E. S. LIVINGSTON, Asst. General Agent

**Main Office, 301 California Street
SAN FRANCISCO**

SPECIAL AGENTS AND ADJUSTERS

J. A. MURPHY, General Adjuster

H. E. O'BRIEN G. E. TOWNSEND, H. F. MILLS G. S. MARINER, E. V. CULVER, FRED H. ROAD

This Company has absolutely no connection with any other corporation
bearing the name of Aetna.

MARINE AND AUTOMOBILE DEPARTMENTS

E. S. LIVINGSTON, Marine Superintendent

325 CALIFORNIA STREET

HARTFORD FIRE

Insurance Company

Chartered 1810

FIRE, MARINE AND AUTOMOBILE INSURANCE



Assets, January 1, 1914, **\$26,525,973 85**

Surplus to Policyholders, **10,048,522 13**

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

430 California Street, SAN FRANCISCO

City and Marine Department

441 CALIFORNIA ST.

SPECIAL AGENTS AND ADJUSTERS

GEO. E. DEVINE, Sup't of Agencies, San Francisco

J. J. DENNIS, Portland, Ore.

MILTON E. SPAULDING, San Francisco, Cal.

ROBERT E. DOLLARD, San Francisco, Cal.

W. S. DENNIS, San Francisco, Cal.

L. H. EARLE, San Francisco, Cal.

C. E. MILLER, Salt Lake City, Utah

NEIL STEWART, Spokane, Wash.

P. H. GRIFFITH, Los Angeles, Cal.

ERNEST E. PRICE, Los Angeles, Cal.

APRIL, 1914

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 43d Year

Foreign, \$3.50

Office 1103 Merchants Exchange

Volume 86

San Francisco, California, U. S. A.

Number Four

Entered at San Francisco Postoffice as second-class mail matter

The Fire Underwriters' Association authorizes any company or agent or publisher to reprint any of the contents of its Annual Proceedings, though copyrighted, provided that the words "reprinted by permission of the Fire Underwriters' Association of the Pacific" head the copied paper or extract. There are some remarkably good things in this handsome book this year.

††

In our unequaled Legal Digest we print a California marine decision, a California life decision, and an Oregon fire decision—all of the readable sort.

††

The United States marine figures, other-where, are those on file with the California state insurance department. The Fireman's Fund leads all stock companies.

††

One dollar, safely invested at 24 per cent compound interest for 100 years is better for your great great grand children than life insurance. It will amount to \$2,198,720,200.

††

Figures generally are not furnished us as promptly as formerly. For why? Are the offices too busy? Everybody likes to see the figures—especially if the "other fellow" has a high loss ratio.

The San Francisco fire chief has manifold troubles of his own. Oh, my!

††

The United States supreme court is composed largely of elder-like gentlemen—able, unemotional and by nature inclined to follow the lines of least resistance like a railway train. *Nemo mortaliū omnibus horis sapit.*

††

California-Arizona motto should be, Let the Colorado roll unvexed to the sea—on American soil!

††

A part of "the white man's burden," ho, is undoubtedly Mexico.

††

Our Uncle Sam feels stronger and declines to eat off the mantelpiece longer. He now takes his stand facing Mexico-land.

††

Another landmark gone—the old Fireman's Fund building at the southwest corner of California and Sansome streets, San Francisco—a schoolhouse where some of the best underwriters in the world received their education.

††

Some men never wake up—never believe in life insurance—until the doctor tells them: "make your will, for you have only twenty-four hours to live."

Liverpool & London & Globe

An increase in premiums by the United States branch and a larger increase in reinsurance reserve, showing much new business. The assets have passed the 14-million post. The gain in this respect was about \$525,000. The premium income was in round numbers about \$9,000,000; the loss ratio was 52 percent and the expense ratio only 34. So there was a good underwriting profit and a large addition to the surplus, bringing that element of the security up to \$4,629,000, a gain of over \$600,000.

Automobile

Where defendant, as agent for an insurance company, collected a claim belonging to plaintiff, and, after returning to the insurance company an amount equal to its advancement pursuant to its policy, kept \$533.40 for his own services, plaintiff was entitled to recover such sum in an action for money received.—*Locomobile Co. of America v. Nichols*, 145 N. Y. S. 941.

Where an insurance company employed defendant to prosecute a claim against a carrier for loss of certain automobiles on which it had paid to plaintiff a claim under a policy, defendant's claim for compensation for services was against the insurance company and not against plaintiff.—*Id.*

Booze

Where a life insurance company, before issuing the policy, obtained a confidential report that insured got intoxicated from four to six times a year, and afterwards issued the policy and accepted the premium, it is estopped from relying on the falsity of answers that insured did not use intoxicants to excess.—*Reserve Loan Life Ins. Co. v. Boreing*, 163 S. W. 1085.

Industrial

A clause in an industrial life policy that a production by the company of the policy and a receipt for the sum assured signed by an executor, or lawful beneficiary of the deceased, shall be conclusive evidence of payment to the person lawfully entitled to it, would not affect the rights of the bene-

ficiary named in the policy or permit the beneficiary to be changed without the consent of the original beneficiary.—*Wachtel v. Harrison*, 145 N. Y. S. 982.

Germania Fire Ins. Co.

This New York company is 55 years old, growing and prosperous. It has \$1,000,000 capital, \$2,596,267 net surplus, and \$7,260,197 assets. Premiums last year were \$2,978,178, a gain. There was a good underwriting profit. The Germania is now a member of the Board of Fire Underwriters of the Pacific and is extending its agency plant on the Pacific Coast.

Tontine Policyholder's Suit Against Northwestern

A federal court sitting in Ohio would not take jurisdiction of a bill by residents of that state against a Wisconsin life insurance company to compel an accounting of the corporation's semitontine funds, and for other relief involving an interference with the internal management of the corporation, but complainants would be required to institute such suit in the state of the corporation's domicile.—*Eberhard v. Northwestern Mut. Life Ins. Co.*, 210 F. 520.

A suit by semitontine policyholders of a Wisconsin life insurance company to compel each to account for semitontine dividend funds, and for other relief involving an interference with the internal management of the company, is governed by the law of the state of the corporation's domicile.—*Id.*

Where the beneficiary under a policy of life insurance, after death of the insured, demanded the amount of the policy, and refused the amount offered by the insurer, and began suit for and recovered such amount, held, that he was entitled to interest thereon.—163 S. W. 656.

Where a husband insures his life for the benefit of his wife by an ordinary life policy, the property in the policy vests at once in the beneficiary.—*Jacobs v. Strumwasser*, 145 N. Y. S. 916.

Insurance in State and Federal Courts

OUR BEST DIGEST OF RECENT DECISIONS

Marine Insurance in Court

California — *California Reclamation Co. v. New Zealand Ins. Co.*, 138 P. R., 960

Parol — Evidence — Intent — Marine Insurance — Contracts

Where a marine policy specifically insured a dredge in tow of a sea tug on a given journey, and was silent as to any barges which might accompany the dredge, oral evidence is admissible to show whether it was understood the barges were to accompany the dredge; the contract itself being silent.

Marine Policies

Rescission is not the exclusive remedy of an insurer who has written a policy in favor of one who concealed a matter affecting the risk; but the insurer may seek affirmative relief in a court of equity for any injury sustained by the wrongful act, or may set up fraud by way of defense to an action on the policy.

Matters Material to the Risk

Where a dredge to be towed from San Francisco to San Pedro in midwinter was insured, the fact that barges were to be towed behind the dredge, increasing the length of the tow nearly three times, is a material question affecting the risk.

Defenses

The insured has the right to rely on the presumption that the policy received was in accordance with the facts disclosed in his application to the broker, and his failure to read the policy which did not contain matters material to the risk that were stated in the application will not relieve the insurer, whose duty it would be to make the policy conform to the facts stated.

Liability of Insurer

Plaintiff engaged a firm of insurance brokers to secure insurance upon the dredge. These brokers applied to H. & Co., for policies covering the risk. H. & Co., being

unwilling to place the entire risk with the company which they represented, in accordance with the custom of the trade, placed part of the risk with a broker acting for the defendant insurer. The questions material to the risk were disclosed to H. & Co. Held, that H. & Co. became defendant's agents, and a concealment made by them will not avoid the policy.

The brokers were given the name of the dredge and its dimensions and destination, and were also informed that it was the intention to tow one or two barges eastern of the dredge, the dimensions of which were also given.

The commission for the several policies was divided among the several companies or persons connected with their issuance. The tug "Sea Rover" started on the trip to San Pedro on January 11, 1906, having in tow the dredge "San Francisco," which in turn had in tow the two barges. A storm was encountered outside the heads, and the dredge went ashore near Bolinas Bay, and sustained damage, for which the appellant, if liable at all, is liable in the prorated sum of \$630. Upon the trial the jury awarded the plaintiff this sum, for which judgment was entered, and, a new trial being denied, the appellant prosecutes these appeals.

The early Mississippi case of *Natchez Insurance Co. v. Stanton*, 2 Smedes & M. 340, 41 Am. Dec. 592, while undoubtedly correct as to the law applicable to the facts of that case, lays down a rule of construction the strictitude of which we think must yield to the more liberal rule of our Code for the interpretation of contracts; in fact in this case the chief reliance of appellant seems to be upon the point that there was a material concealment upon the part of the assured as to the inclusion of the two barges as a portion of the tow of the tug "Sea Rover," and that since the appellant issued its policy in ignorance of the fact that said barges were to be attached to the dredge, and made a part of

said tow, and since their attachment materially increased the risks and dangers of the voyage without its knowledge or consent, the appellant should not be held liable for the loss.

If H. & Co. would have been liable to the respondent for this loss had they directly issued this policy, is not the appellant to whom H. & Co. parceled out its share of this risk also liable? H. & Co. were the general agents of several insurance companies engaged locally in the marine insurance business. Edgar Alexander was the marine secretary and local general agent of the New Zealand Ins. Co., engaged locally in the same business. A. R. Fritschi was a broker representing no insurance company, but having an office or headquarters, desk room free, in the offices of the New Zealand Ins. Co. There was a custom among the local agents of insurance companies to exchange or divide up business among the several companies represented by them, so that, if one of their number received an order for a block of insurance larger than he could or was willing to carry in his particular company, he parceled it out among his fellow agents who were willing to assume for their principals a share in the risk. In accordance with this custom H. & Co., through the medium of Fritschi, placed the share of this insurance in question with their fellow agent Alexander, who took the same for his company, knowing that it was, so to speak, overflow insurance being passed out by H. & Co., with whom he had done business before, and in accordance with the aforesaid custom with which he was familiar. The policy when written was delivered to H. & Co., and it was from that firm the appellant received its share of the commission. Under such conditions the appellant must be held to stand in the place of H. & Co., to be bound by their knowledge, and to be liable to the same extent that they would have been liable if they had directly issued this policy. *May v. Western Assur. Co. (C. C.)* 27 Fed. 260; *Queen Ins. Co. v. Union Bank & Trust Co.*, 111 Fed. 697, 49 C. C. A. 555.

The judgment and order denying a new trial are affirmed.

Fire Insurance in Court

Illinois—*Kelley v. Peoples Nat. Fire Ins. Co.* 104 N. E. Rep. 188

Conditions—Mortgage—Other Insurance

A policy on mortgaged property provided that it should be void if the insured should procure any other insurance, and that the insurer should not be liable for a greater proportion of any loss than the amount the policy should bear to the whole insurance on the property. The mortgages on the property required the mortgagor to insure the property for the benefit of the mortgagee, and, upon her failure, authorized the mortgagee to procure insurance. The mortgagee procured insurance, though the mortgagor, had obtained the policy in question, but, upon being informed of that fact, promised to cancel his policy. Held, that the existence of the policy procured by the mortgagee must be disregarded, and did not avoid the one procured by the mortgagor, and hence there could be no contribution between the two insurers.

Waiver of Breach of Conditions

Where policy provided that it should become void if, with the knowledge of the insured, foreclosure proceedings should be commenced, the insurer waived a breach of the condition where, upon notice of the commencement of foreclosure proceedings, it neglected to cancel the policy.

Avoidance—Change of Title—Effect of Judgment

The mere rendition of a judgment against the owner of property does not transfer title, although it may create a lien; and hence the rendition of a judgment against the owner of insured property does avoid the policy, under a condition providing that it should be void if any change should take place in the interest, title or possession of the insured.

Actions—Evidence

In an action on policy, an assessor's schedule giving the valuation of the insured property is not admissible on the question of value, where it did not appear that the insured made any return of her property for assessment that year, or that the schedule was prepared by her agent.

Emma Kelley was the sole and absolute owner of the premises when the policy was issued, and there was no misrepresentation as to the title, but several judgments were recovered against her prior to the fire, and it is contended that the judgment creditors thereby acquired an interest in her property which rendered the policy void. An interest or title to property means a legal interest, and no person has an interest in the property of another simply because he has a judgment under which he may acquire a title, if the judgment is not paid or the property redeemed from a sale under it. The recovery of a judgment does not effect a change in an interest in or title to property, but an interest is acquired only when there has been a sale under an execution, and the title is changed only when there has been a failure to redeem and a conveyance.

The judgment of the appellate court for the insured is affirmed.

Oregon—Ward v. Queen City Fire Ins. Co., 138 P. R., 1067

Forfeiture—Fraud or False Swearing

Policies of insurance become void in case of fraud or false swearing by the insured as to any matter relating to the insurance or the subject thereof, whether before or after loss, but only when it is done willfully and knowingly, with the effect of defrauding the insurer.

Forfeiture—Waiver

Where an insurer denies liability upon a specific ground, other grounds of forfeiture at the time within the insurer's knowledge, including false swearing by the insured, are waived, if the insured has taken action pursuant to the attitude taken by the insurer.

"Presumption"—Nature and Effect

Under L. O. L. § 795, defining a presumption as a deduction which the law expressly directs to be made from particular facts, and section 93, naming presumptions as a species of evidence, the presumption in an action on an insurance policy that the insured is innocent of false swearing is evidence to be submitted to the jury.

Review—Discretion of Trial Court—Admission of Evidence

In an action, the discretion of the trial court in admitting opinion evidence, as to the value of merchandise insured, of a witness who had kept books for insured and assisted the adjusters in their work, and a witness who had considerable experience in buying goods of the kind carried by plaintiff and who was a frequent visitor at the insured's place of business, and acquainted with the quantity and character of his stock of goods, will not be disturbed on appeal.

Fire Legal Brevities

On proceedings to determine a fire loss by appraisers, there must be a fair effort to ascertain the truth, and a consideration of all available information, and a deliberate judgment of those making the award.—J. E. Davis Mfg. Co. v. Fireman's Fund Ins. Co., 210 F. 653.

It is the duty of appraisers appointed to adjust an insurance loss to consult, and, if they do not agree, to call in the umpire; it being improper for one or two to consider evidence not submitted to the other or others.—Id.

Where a fire policy provided for an arbitration of the amount of the loss in case the parties were unable to agree, an award of arbitrators was conclusive on both insurer and insured in so far as the extent of the loss was concerned.—Commercial Union Assur. Co. v. Dalzell, 210 F. 605.

Appraisers and umpire appointed to determine an insurance loss must not only be competent but unprejudiced, and a refusal or willful neglect of an appraiser or appraisers to listen to or consider material sworn statements is evidence of prejudice.—J. E. Davis Mfg. Co. v. Fireman's Fund Ins. Co., 210 F. 653.

Where the appraisers and an umpire appointed by an insurance company to adjust a loss were not impartial and signed an award for an amount much less than the actual loss, after having refused to consider relevant evidence on such subject, the award would be set aside for fraud.—Id.

The rights of a lien-holder and of the insurance companies under a provision of a fire policy that whenever the company shall pay the mortgagee for any loss and claim that no liability existed toward insured, the company should be subrogated to the rights of the party receiving payment, were not affected by the payments of premiums by the owner. — *Washington Fire Ins. Co. v. Cobb*, 163 S. W. 608.

Where the parties of a fire policy understood that a provision that whenever the company paid the "mortgagee" any sum for loss and claimed that as to the mortgagor or owner, no liability existed, the company should be subrogated to the rights of the party receiving payment as to all collateral securities was intended to cover a mechanic's lien on the premises, the insurance company, upon paying such lienor's claim, became subrogated to her rights as against the owner.—*Id.*

Under the terms of a fire policy, suit could not be properly brought until after the amount to be sued for had been determined by arbitration or otherwise.—*Commercial Union Assur. Co. v. Dalzell*, 210 F. 605.

Where an insurer has paid a loss on property destroyed by the negligence of a tortfeasor, the insurer is subrogated to the rights of the owner, which rights are limited by those of the insured. — *Fidelity Ins. Co. v. Atlantic Coast Line R. Co.*, 80 S. E. 1069.

Where after an insurer has paid a loss caused by fire set out by the negligence of a railroad company, the owner collected a judgment for the damage from the railroad company, the insurer cannot maintain an action against the railroad company to compel it to make good its loss.—*Id.*

Where an insurer paid a loss on property burned by the alleged negligence of a railroad company, its subrogated right of action against the railroad company accrued at the date of the loss, and not at the time of payment.—*Id.*

Where a railroad company was compelled to pay for the destruction of insured property at the end of a lawsuit, such payment

was not in fraud of the insurer which had paid an insurance loss.—*Id.*

The failure to communicate to the insurance company upon insuring a sanitarium the fact that the cook, because of a mere personal grievance against the manager, threatened to burn the sanitarium would not avoid a policy as a concealment of a material fact concerning the subject of the insurance.

A provision in a policy insuring a building occupied as a sanitarium, "while occupied as the Park Terrace Sanitarium," in absence of provisions qualifying such intent, constituted a warranty that the building would be occupied as a sanitarium during the life of a policy. — *Washington Fire Ins. Co. v. Cobb*, 163 S. W. 608.

The term "occupied" as used in a fire policy, implies an actual use by some person according to the purpose for which it is designed, and does not imply that some one shall remain in the building all of the time without interruption, but merely that there shall not be a cessation of occupancy for any considerable length of time.—*Id.*

A sanitarium which consisted of some 22 rooms and several cottages was not "occupied" during the months preceeding the fire, where during that time there was no attending physician, matron, or servants, and no facilities for heating the building, which then only contained three people, who were not authorized to receive patients or work for them, and who left about 26 hours before the fire, after which the building was in charge of a watchman.—*Id.*

Under the statute providing that only substantial compliance with the iron-safe clause is essential, it is sufficient if a set of books is kept and preserved until after a fire from which the quantity and value of the lost or damaged property can be ascertained with reasonable certainty. — 163 S. W. 771.

The requirement that insured keep an account of cash sales held substantially complied with where he kept inventories of purchases, an account of credit sales and collections, deposited the cash received, and kept a bank account on his books.—*Id.*

Where company held out its soliciting agent to insured as its agent, with general authority to do the things constituting an alleged waiver of the iron-safe clause, it was bound by his acts, notwithstanding they may have been beyond the actual scope of his authority.

The conduct of insurer's agent in inducing the insurer to retain a policy containing an iron-safe clause, and rely on its security, held to operate as a waiver of prior omissions known to him with respect to insured's bookkeeping methods.

A nonwaiver agreement between insured and the adjuster, stipulating against waiver by the adjuster's action in investigating the cause of a fire, and ascertaining the amount of loss, held not to avoid the effect of a waiver of proof of loss by the adjuster's denial of any liability.—*Id.*

Life Insurance in Court

California—*McEwen v. New York Life Ins. Co.*, 139 P. 242

False Representations—"Substantially True"

The representation by an applicant for insurance that the only illness, disease, or accident since childhood was one attack of typhoid pneumonia was not substantially true, where he had been struck by a mule, as the result of which one rib was fractured, causing the spitting of purulent matter, and totally disabling him for a period of nearly four months, followed by a partial disability for a longer period, since "substantially true" does not mean somewhat true, nor partially true, nor on the other hand, true in every possible immaterial respect, but means true without qualification in all material respects, and hence, where the jury found such representations substantially true in answer to a special question, it was apparent that they misunderstood that term.

Declarations of Decedent Against Interest—Statements of Insurer—"Successor in Interest"

While the vested interest of a beneficiary in a policy cannot be affected by declarations made by insured unless a part of the *res gestæ*, a beneficiary had no vested interest where insured reserved the right to change the beneficiary, and his admissions subse-

quent to the date of the policy tending to show the falsity of his representations in applying for the policy were admissible against the beneficiary as his "successor in interest" under Code Civ. Proc. § 1853, providing that the declaration of a decedent having sufficient knowledge of the subject against his pecuniary interest is admissible as evidence to that extent against his successor in interest.

Since the insured had the right to change the beneficiary named in the policy, it must follow that plaintiff had no vested interest therein. Until *McEwen's* death, he might have named any one, including his estate, as beneficiary in the policy, and, this being true, the ownership of the policy must be deemed to have been vested in him. *Smith v. National Benefit Soc.* 51 Hun. 575, 4 N. Y. Supp. 521. The right of plaintiff was that of a successor in interest to deceased, and hence, under the provisions of section 1853, Code Civil Procedure, proof of the declaration, if it tended to prove the falsity of the representations made by *McEwen*, should have been admitted. *Steinhausen v. Preferred Mut., etc., Ass'n*, 59 Hun. 336, 13 N. Y. Supp. 36; *Thomas v. Grand Lodge*, 12 Wash. 500, 41 Pac. 882.

Having reached the conclusion that the case was, for the reasons given, tried upon an erroneous theory, as to which, however, we must concede the authorities are by no means harmonious, we deem it unnecessary to discuss numerous other errors assigned by appellant. Suffice it to say the special findings of the jury, some of which are not justified by the evidence, are not only inconsistent with themselves, but irreconcilable with the general verdict, which fact alone would warrant a reversal.

The trial court should have granted defendant's motion for a new trial.

The judgment and order are therefore reversed.

Cause of death not stated.

Where an applicant for life policy died before it was delivered, held that there was no completed contract.—163 S. W. 799.

U. S. 3 coupon bonds are only \$99 bid.

FIRE AND MARINE INSURANCE

MICHIGAN F. & M. INS. CO.

Always Growing and Prosperous—Gains in Assets, Surplus, Reinsurance Reserve and Premiums — Conservative and Sure

Detroit has a fire insurance company of which the city and the state may well be proud, for it is a sound, prosperous and well conducted institution, growing always in a healthy way, and putting safety in the front of every consideration. Perhaps the Michigan F. & M. Insurance Company has a management a little too conservative, for age and reputation and resources seem to justify the acceptance of more business. But the methods pursued certainly insure prosperity and the building of a strong and successful financial and insurance institution.

Scan the figures in the Coast Review's Pacific Fire Insurance Chart, and note the regularity of the gains in the Michigan's figures. Every year shows a gain in resources and premiums and reserves. And there is a yearly underwriting profit.

The annual statement of January is pleasing reading for stockholders, policyholders and agents alike. There was a substantial gain in net surplus. Few companies are able to report a gain in this respect in 1913. The Michigan has passed the 700,000 post in premiums and the 1,500,000 post in assets.

The assets are now \$1,547,444, of which \$784,185 is surplus to policyholders. Therefore, over half the assets are clear funds for the protection of loss claimants. For every dollar of liabilities there are two dollars plus of

assets. Moreover, there are other resources, a good underwriting plant and very wealthy stockholders.

On the Pacific Coast the Michigan is successfully represented by the prominent general agency of Wayman & Henry.

Proceedings of the Fire Underwriters' Association

Proceedings of the 38th Annual Meeting of the Fire Underwriters Association of the Pacific, 1914, a book of 300 pages, giving proceedings, discussions and papers read. This is a book worth having in your library. It is copyrighted, but insurance journals and companies and others are at liberty to copy any of the papers or discussion or parts thereof, on giving due credit. A new feature is a list of papers read since the organization of the association.

Of the 29 charter members, 8 survive. Of these eight, four are still actively engaged in fire insurance and have been since 1876. Twenty-one have vanished.

For the first time the association prints in its proceedings an engraving from a photograph of the banquet attendants. It is an exceedingly good half-tone, and you will at once recognize your sober friend —. The company banners on the walls loom luminously.

Looking over the proceedings we are convinced that the best parts are in the discussions of the papers read. There should be more discussion, and the new president, R. C. Medcraft, should pick out good reasoners and give them copies of the papers in advance, next year, and ask them to think up comments and submit them after the papers are read.

San Francisco Tankage.—The Fire Underwriters' Inspection Bureau reports 251 water tanks in the city. The total tankage reported to date is 3,952,100 gallons. Some of the roof tanks hold from 20 to 40,000 gallons.

Organized 1881

MICHIGAN

FIRE AND MARINE INSURANCE COMPANY

of DETROIT, MICHIGAN

Statement January 1, 1914

CAPITAL	\$ 400,000.00
RESERVE for unearned Premiums on Unexpired Policies	663,473.15
RESERVE for Losses Unadjusted and not Due	66,561.87
NET SURPLUS	384,185.24
ASSETS	1,547,443.95

INCOME

Net Premiums	\$ 702,401.39
Interest, Etc.	136,489.71
Total Income	\$ 838,891.10

DISBURSEMENTS

Losses Paid	\$ 393,644.94
Dividends to Stockholders	40,000.00
Expenses, Taxes, etc.	318,438.24
Total Disbursements	\$ 752,083.18

COMPARATIVE FIGURES

	January 1, 1913	January 1, 1914
Capital	\$ 400,000.00	\$ 400,000.00
Reinsurance Reserve	629,093.91	663,473.15
Losses Unadjusted and Not Due	65,520.23	66,561.87
Net Surplus	352,619.22	384,185.24
Assets	1,485,891.67	1,547,443.95

D. M. FERRY, Jr. President	E. J. BOOTH Vice-President	H. E. EVERETT Secretary	E. P. WEBB Asst. Secretary
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Pacific Department:—Embracing CALIFORNIA, NEVADA, ARIZONA,
UTAH, WASHINGTON, OREGON, IDAHO, MONTANA, HAWAII,
ALASKA AND BRITISH COLUMBIA

WILLARD O. WAYMAN---CARL A. HENRY

Joint General Agents

FRANK E. STONE---MAXWELL H. THOMSON
Assistant General Agents

Northwest corner Sacramento and Sansome Sts., San Francisco

SPECIAL AGENTS: Los Angeles—James F. Boylan, E. A. Rowe; Portland—
E. R. Thompson; Spokane—W. S. Gill, C. B. Harris; Seattle—Bruce
Kaltz; San Francisco—W. W. Cleveland, James R. Kenna, J. N. Waters

Losses Paid Since Organization, : : **\$7,240,563.26**

Fundamental Fire Insurance Facts

The expenses of classifying, blocking and mapping, adds much to the cost of manufacturing indemnity, but such expense is absolutely necessary to keep the collateral security furnished by companies on a sound basis.

Insurance being a tax on property, the people are interested in reducing the fire loss by advocating the adoption of good building laws, good chimneys, proper restraints on the use and storage of inflammable or explosive substances, and such other measures as will reduce the fire waste, and competition will reduce the rates.

Co-insurance "A" and "B" own adjoining buildings, value of each \$25,000, both of same class, occupancy and rate.

My company issued a policy for \$5,000 on each building.

"A," being wealthy and close, takes a chance of the fire department keeping the loss down to \$5,000.

"B," being careful and not wealthy, cannot afford to take a chance on a \$5,000 limit, secures \$15,000 additional, making his total insurance \$20,000.

In event of loss of \$5,000 on each building, we pay "A" his full \$5,000, and pay "B" \$1,250, being one-quarter of his loss, the other \$3,750 being paid by his \$15,000 other insurance.

In such a case where "B" agrees that we shall be held for but one-quarter of his loss, why should he not have a lower rate than "A"? He is entitled to the reduced rate agreement.

The too high cost of fire insurance complained of by the premium papers, is caused by flimsy buildings, poor flues, bad stove pipes, poor electric wiring, political fire departments, poor policing, old boxes, waste paper, wooden ash barrels, sawdust in spittoons, unfriendly legislation, exorbitant taxes and licenses, and last but not least, "protected arson."

The rates in Mexico are less than one-half of the rate on same class of risk on our side of the line.

In Mexico, when a fire occurs, the owner is placed incommunicado until he can prove that he did not burn the property.

On our side of the line the *company* is placed "incommunicado" until the loss is paid, regardless of the circumstances of the fire, and any slowness in adjusting and

paying is resented by the people; and contesting a claim means being held up by the jury and kicked by the court.

The prejudice of juries against corporations is accounted for by the public teaching that corporations are robbers, and robbing a corporation is a virtue and not a crime.

The adverse side taken by courts is accounted for by our technical defenses, when our real defense is arson. When a fire is a success all evidence of arson is destroyed, while in a murder case the coroner's jury finds that the cause of death was "violence," and establishes the fact that a crime was committed. We cannot prove the "corpus delicti," and are compelled to rely on the technical failure to dot an "i," or cross a "t," and are prejudiced thereby.

In addition to this weakness, not one judge in five hundred ever prosecuted or defended a fire insurance case, and can have no idea of the meaning of the word "indemnity."

In view of this experience, the prudent underwriter keeps out of court, pays the claim, saves his character and gets his coin back by taxing it into the rate.

Remedying the defects above enumerated, fires and law, would reduce the fire waste, and the reduction of insurance rates by competition would naturally follow.

The people make the hazard and the hazard makes the rate.—William Sexton.

Epigramma Cunninghamma

"Were you ever sentenced to imprisonment," asked the Judge of a fellow convicted of arson.

"Never, never! In all my life, never!" exclaimed the prisoner, bursting into sobs.

"Now, don't cry—please don't," said the tender hearted Judge, "for you are going to be right now."

Fireman—"Yer too late, Chief, me and Bige put this 'ere fire out our own selfs."

Chief—"Well, yer had no business to do it, fur yer knowed we was comin'."—Ex.

It requires no more brains to secure business at cut rates, than it would to sell flour at two dollars a barrel.

There is a slow and sure kind of office help—slow to learn, sure to forget.

An insurance canard is an underwriting story you can't believe.

Finds Fault with the Standard Policy Form

We are indebted to Special Agent Walter A. Frazier of Spokane for the following letter written to a local agent by a dissatisfied Washington policyholder with a foreign name. The writer has made a discovery which has escaped the vigilance of underwriters and lawyers:

Dear Sir

Yours with Policy in it of 10023 received I just got Home yesterday is Reason for not answering it sooner I return you this Policy as I do not like the articles from fig 4 to 6 as I marked it where it stipulates that it Does or will not Pay for Damage of fire till after 60 Days Notice have bin given to the Co & after the 60 Days Notice then the Co takes 30 Days more time to Consider wether they will Pay for the Damage or Repair it them Selfs So it would consume 90 Days after a fire befor I could fine out what the Co would Do wether they would Pay the Damage or repair it them Self if my Bldg Should have a fire & get Damaged \$25 I Say my Bldg Rents for \$25 a Month I would have to loose 3 Months Rent \$75 when it could have bin Repaired in a few Days at a cost of \$25 & the Place be Rented again So I wish for you to get me another Policy in some other Co that gets Quicker actions

Yours Resp

"Forty Ask for These Figures"

When, last year, we asked a New York company for its figures by states in the Pacific West, for publication in the Coast Review and Coast Review Fire Chart 1913, we received an impatient reply, saying, "We have requests from forty people for these figures, and the work of compiling them has become expensive and burdensome." We were surprised indeed, for the Coast Review is the only insurance journal and the Coast Review Fire Chart is the only chart which publishes these figures. However, this company, finally and graciously, sent us the figures, which were received too late to appear in the Coast Review Fire Chart. Now we are again asking for these figures—which must be reported to the

state insurance departments anyway. But we are omitting, this year, the "amount written" figures. This omission saves time and money.

We were among the first to gather and print these figures—dating back thirty years ago.

Companies which do not report these figures to us, as heretofore, will of course be omitted in our publications. Readers will understand that the companies which do not appear in our tables have declined or neglected to furnish them.

Celluloid Hazard In Stores

The London County Council, in a circular distributed among shopkeepers, says celluloid is so inflammable that in certain circumstances it will ignite even without the direct application of flame. Celluloid articles have been known to catch fire through being placed in contact with an electric light bulb or a steam radiator, or through the accidental focussing of the sun's rays upon them in a shop window by, for instance, a shaving mirror.

The quantity of celluloid goods displayed should be limited, and the reserve stocks should be kept in closed packages or receptacles.

The safest position for the bulk of the stock is on the top floor. In no case should it be so placed that in the event of fire the exits would be endangered.

Celluloid articles should not be placed in proximity to radiators, flues, or electric lamps, or otherwise exposed to heat; or displayed in receptacles on the floor where a match or other burning or smouldering material might be dropped on them.

The use of sealing wax on parcels containing celluloid articles should be avoided. The dropping of burning wax on a parcel of celluloid was responsible for the disaster which occurred in Moorlane, E. C., in 1912, and caused loss of nine lives.

Packages containing celluloid articles should not be soldered without a protective plate being placed between the part to be soldered and the celluloid. Several serious fires are reported to have occurred in Paris owing to careless methods of soldering.

Fire buckets or other means of extinguishing fire should be provided, and kept where they will be readily available. Water is by far the best extinguisher of burning celluloid.

Cinematograph films should on no account be festooned in shop windows.

Wire Lathing Will Rust To Dust

There is, or was, on exhibition at the Board of Fire Underwriters' office in San Francisco a sample of a concrete partition wall built up on wire lathing. It looked well and served as a dividing wall between rooms. It was fireproof according to every standard and should, as promised, have resisted fire and confined it to narrow quarters by preventing its spread. But alas! it was a hollow sham. For where the bright strong wire once was there remains only a streak of yellow iron rust. The wire as wire had entirely disappeared.

This fact opens up a new field for discussion, not to say "cussing." Is wire lathing any better than, is it as good as, wooden lathing, covered with plaster? We speak of the ordinary fine wire lathing. Would not a stream of water batter down, quickly, the ordinary wire-lathed partition and spread the flames in a burning building? These are disagreeable possibilities.

The First National Fire underwent an examination by the New York department, which finds the company has made a net loss of \$498,624. The promotion expenses were \$273,538, and the expense of the congressional investigation was \$39,086. The company, however, has a commission equity in the \$180,000 premium reserve. The company has agreed to reduce its expenses, to keep a complete record of its fire losses, that no more loans shall be made to directors or officers, that no reinsurance of the business of the Commercial Fire shall be made, except individual risks in the usual course of business; that the underwriting contract with Robt. R. Tuttle shall be surrendered, and he shall receive only a commission on the accepted profits. The former contracts with Tuttle, Wightman & Dudley were not profitable to the company.

How the Home Spent Each Dollar

President E. G. Snow of the Home of New York has had compiled a very satisfactory circular diagram showing the distribution of each dollar of the Home's 1913 premium income. These figures are instructive:

Paid in loss claims	52 52-100c
Paid insurance and state departments, taxes, licenses and fees	3 03-100c
Paid for field supervision, state and special agents . .	3 97-100c
Paid for commissions	21 16-100c
Paid for printing, advertising and supplies	2 15-100c
Paid for administration . . .	5 96-100c
Set aside for reserve required by law	7 59-100c
	<hr/>
	96 38-100c

Underwriting profit carried to surplus held for additional protection of policyholders.	3 62-100c
	<hr/>

Grand total 100 cents

Of each dollar of premium collected \$0.68-100 cents was paid within the states collected, for losses, taxes, licenses and fees, commissions and field supervision.

Smith Lumber Co.

Henry C. Smith's wife sues him to restrain him and 29 other defendant's from disposing of any of his holdings.

The Aetna leads in its home state Connecticut fire premiums.

The United States Fire, represented by W. W. Alverson, has \$400,000 capital and \$201,798 net surplus. Premium income, \$780,135, a gain of \$200,000. Losses, \$348,095, or 45 percent. On earned premiums there was an underwriting profit.

It is now possible to fly from Vancouver to San Diego in twenty-four hours. Equal distance in that time has been covered in Europe by a German aviator. The time draws nearer when every special agent will have his air-car.

Reciprocal Revocation

The licenses of thirty-two reciprocal fire insurance associations in Missouri have been revoked.

Marshall Sole Manager

John Marshall succeeds Marshall & McElhone as sole manager of the Central department of the Fireman's Fund Ins. Co. at Chicago. Manager Marshall was formerly connected with the Royal Exchange on this Coast and at Chicago. He is a successful and popular manager.

Porterville, Cal., has been given a basis rate of 50 cts. Its losses have been light. Other San Joaquin Valley towns are being resurveyed.

San Bernardino, Cal., will next month "size up" the organized locals of the state, who convene there for some mysterious reasons known only to one Adair.

Paducah promises a pill hard to swallow—a million-dollar fire company in a state where all the fire companies have been losing money. Fisher says so, and nobody ever heard a fisher who didn't tell the truth. But this company will fail, we'll wager.

The Bluff City Fire of Memphis has fallen over the cliff and retires. It is hard for a Southern company to make good.

The new New York standard fire policy goes over till the next session.

The new Michigan rules as to annexes go into effect next month. Every annex must be a department and use only the name of the "parent" as the insurer, in large type; the "annex" name must be in small type, and must not appear on "the face" in connection with the company name. Any designating mark must appear on the margin in small type.

The Local Agents' Club of Chicago has been organized. It is agreed to observe strictly the rules of the Chicago Board.

Died.—Conrad Witkowsky, for forty years Western manager of the Hamburg-Bremen at Chicago, died April 2.

Hartford Fire agents will represent the Hartford Ac. & Indem. Co.

The National Board has appointed a committee of seven on classification, with U. S. manager Richards of the North British as chairman.

Broker and His Commissions.—The New York supreme court has ruled that where insured cancels his policy the broker is not entitled to a commission on a premium received after cancellation, even if the cancellation was to switch the business from one broker to another and continue the insurance in the same company.

"We are all right because President Donnelley is a rich man," said the secretary of the Ohio German to us. The trustees hold \$75,000 notes and mortgages given by the "rich" Donnelley and are unable to collect even the interest. The company was a notorious rate cutter. There are 8,000 unpaid claims. The failure disgraced Ohio and state supervision.

Lectures.—On March 31, Geo. M. Robertson of the Board of Fire Underwriters gave a University lecture in Berkeley on Inspection and Fire Protection. The lecture was well received. On April 17 the last of the series was delivered by Manager Thornton of the London. The subject was the Adjustment of Fire Losses, which few or none are better qualified to speak on than A. W. The hour expiring, the speaker was urged to continue; and later the students lingered to hear an elucidation of the fascinating problems of the coinsurance clause. The applause was both sincere and loud.

Albany, N. Y.—Frank Hasbrouck has been appointed superintendent of insurance. He is a successful attorney, 62 years old, and has held various offices. He is a Son of the Revolution and was president of the Holland Society. As attorney he represented the Dutchess of his city in the legal cases brought by San Francisco conflagration claimants. He succeeds Wm. T. Emmet, and we hope he will make an equally good record, for the insurance superintendent of New York may be a power for good in the whole country.

LIFE, CASUALTY, ETC.

Did Not Pay Until Compelled—Sunstroke

The London Guarantee issued a policy which, in print, excludes liability for accidents in consequence of sunstroke, freezing, sleep-walking, anæsthetics, etc.; but at the request of the assured the company struck out the exception "sunstroke" and thus became liable for it. The assured employee died from sunstroke or heatstroke while at work in a boiler room. The insurer, the London Guarantee, promptly denied any liability, though admitting the fact that sunstroke had been stricken from the exceptions in its policy, at the request of the employers whose employees it insured. Plaintiffs sued and recovered judgment. Defendant company appealed from the order denying a new trial. Order affirmed by the supreme court of Minnesota, March 13. See 145 Northwestern Reporter 963, April 3.

The court said: It is conceded that sunstroke and heatstroke are synonymous, meaning a sudden prostration resulting from exposure to excessive heat. Defendant contended that sunstroke is a disease and not an accident. It is held to be an accident within the meaning of the English workmen's compensation act. Kerr on Insurance 380 and May on Insurance 518-520 say it is within the definition of an accident.

We have before referred to this company's rather petty defenses set up when sued by claimants.

Obvious Risk.—One injured while attempting to cross a railroad track immediately in front of a rapidly approaching train exposes himself to "obvious risk of injury or obvious danger," within an exception in a policy of accident insurance. — *Combs v. Colonial Casualty Co.*, 80 S. E. 779.

The word "obvious," as used in a contract of accident insurance excepting injuries resulting from obvious dangers, bears its common meaning, to wit, easily discovered, readily perceived, plain, evident, and apparent, and applies where insured attempted to cross a track immediately in

front of a rapidly approaching train, though he was not conscious of his danger.—*Id.*

A Former Giant

It is quite true that the Equitable Life was more in evidence during the Armstrong investigation than any other company, and that since then the ownership of its capital stock every now and then attracts undesirable attention. But it does not seem to us that this will account for the fact that instead of being one of "the three giants" the Equitable is just on the fringe of the six billionaire life companies.

Figures appearing in the Insurance Press show the Equitable as fifth in volume of total premium income, and sixth in increase of total premium income for 1913, having only added \$310,331 to the \$1,207,018 of the next best company. In total new business the Equitable was again fifth with a decrease of \$4,438,962 from 1913. In the increase of insurance in force the Equitable ranks sixth, having only added \$41,881,727 during 1913. The decrease in new business is unexpected in view of the attention the company has been giving to its new departure, group insurance, which has been reported as very successful.

It is not easy to give a reason for the gradual loss of prestige of the Equitable unless it is that of all the companies the Equitable was the one that made the greatest changes in its officers, even going outside the insurance business for several of them. We have been told that the present policy of the company is to try and make bricks without straw; agents must get along with less, and savings be generally effected. Yet the company's expense account, which was \$11,277,413 for 1913, does not seem to bear out these accounts of careful economy. Considering results it is the biggest of the six. It would seem that prosperity might be found, not in spending less, but in getting more for what they spend.—The Insurance Record.

Preferred Accident Ins. Co.

Assets, \$2,981,585; unearned premiums, \$971,553; capital, \$700,000; surplus, \$745-916. Income, \$2,077,942; outgo, \$1,972,102.

Manhattan Life Ins. Co.

Assets, \$22,137,997; net reserve, \$19,648,578; capital, \$100,000; surplus, \$513,051. Amount at risk, \$68,352,397. Income, \$3,225,352; outgo, \$3,111,861.

Compensation. — California's state accident board has ruled that the burden of proof is upon the applicant to establish his claim by preponderance of credible testimony. Also, that there shall be compensation only for loss of earning power and not for suffering or inability to do a certain class of work. Already, there is much malingering reported.

Centenarians usually cannot read or write and have no record of their birth.

Yesterday too passed without a new life company. It was Sunday.

Several people have been killed in Oakland, while riding in automobiles which have collided with electric trains. There are many electric train lines connecting Oakland with San Francisco. In one instance the auto-driver was following a street-car, and when the latter slowed down suddenly he turned his machine to pass to the left and collided with a car coming toward him. In another case the driver struck a moving electric train "broadside." Recently, the driver patiently waited for a train to pass and then drove across the tracks in the rear, only to be struck without warning by an unseen train coming in the opposite direction. The car and its occupants were hurled over and over. Two persons were killed outright, and two died later. A similar collision occurred at the same hour and in the same city a few blocks away. A city ordinance governing the passing of two trains at or near a street crossing could be so framed as to prevent the recurrence of such frightful accidents.

Let the city council give more attention to its duties and less to politics.

Success Beckons Him Who Is Bold Enough to Follow

Who knows how much business he can place until he has put himself to repeated tests? If it were not for such efforts, many men, eminent in one field or another, would be unknown. It is the same in this and every other line of business. Large transactions increase confidence and broaden a man's ideas on men and things. There are agents now handling cases from \$5,000 upward who once approached a one-thousand-dollar prospect with trepidation. We must all develop more or less to hold our own. Some boost themselves — finding it profitable and pleasurable. Others must be helped a bit by emulation. — The Intelligencer.

The Massachusetts Bonding lost heavily on its surety and automobile business in Missouri last year. Is this company following in the feet-steps of the American Fidelity?

The London Guaranty & Accident lost heavily in Missouri on its liability business.

West Coast Life stock, \$200 asked.

Western States Life stock, \$7 bid.

The casualty department of the Pacific Mutual has reinsured the German Commercial of Philadelphia.

The industrial branch of the Prudential of England has 19,778,135 policies in force. The average duration exceeds twelve and three-quarter years.

R. H. Pickering is now general agent of the State Mutual. Pickering lived in Portland and San Francisco for many years. An Englishman, he had two flags hung in his office.

A Texas life company has reinsured the "Great Southern."

The General lost, in 1913, in this country, \$119,186, in accident and health, \$186,759 in liability, and \$55,585 in workmen's compensation. These losses are in underwriting.

Washington Life Notes

It is feared that the states of the Pacific Northwest will soon follow the example of Wisconsin and enact state life insurance.

There is an initiative bill being advocated now to enlarge the workmen's compensation law to include the first aid features.

Washington has in force a mother's pension law whereby the county commissioners make a monthly allowance for widows with minor children.

At the last session of the Washington legislature a bill for state life insurance was introduced but failed to pass because of the rush of other matters. It is merely delayed. Oregon also will take up this subject, for its insurance commissioner has reported favorably on the proposition.

John J. Cadigan, president of the New World Life, is making a tour of the country, interviewing several applicants for the position of agency manager.

The International Life has entered into a contract with the Columbia Underwriters to represent it in a large territory of the Pacific Northwest. President Philip Harding is now on his way from St. Louis, where he closed the negotiations. Jos. W. Bryan, who recently organized the United Mutual of Pittsburg, Pa., wrote \$1,000,000 of new business in the Spokane territory in one year for the International.

The Western Union Life gives one of the very best examples of the value of life insurance. E. R. Van Lueven, its agent, went to a hospital in Wenatchee and handed a check for \$2,000 to Mrs. Ida Ann Gilstrap, who lay ill there with a new-born babe by her side. Mrs. Gilstrap's husband had died three days before. About two months ago Van Leuven met Gilstrap on the street and persuaded him to take out a life insurance policy for \$2,000. Eleven days after the delivery of the policy Gilstrap was taken ill with typhoid fever and died while his wife and baby were in the hospital. This life insurance policy is all that stands between this little family and poverty. A note given by Gilstrap for the first premium had not become due when he died.

The Northern Life of Seattle is making solid and satisfactory progress.

D. R. Bullock, a veteran life underwriter, who has been in the Spokane field for the New York for over 20 years, is confined to the Deaconess hospital, where he had an operation to remove cataracts from his eyes.

W. H. Hadlock of Spokane, a veteran of 13 years experience in the West, has been appointed general agent for the Western Union for the counties of northwestern Washington, and will open headquarters in Bellingham.

"The Mutual Life looks upon the Spokane country as a very favorable field for the investment of its funds," states W. H. Shields, who has been with the Mutual Life here for many years and is now manager of the office. "More real estate loans were made in the state of Washington last year than in any other state except New York." Mr. Shields says the prospects for 1914 are bright and that he expects the Spokane agency to maintain its enviable position on the honor roll of the company.

For the first three months of this year Manager Shields of the Spokane agency of the Mutual Life reports a very satisfactory business, the agency being considerably ahead of its quota for the first quarter.

The Western Union Life shows an increase of 100 per cent during March over the business of March, 1913.

Pond Promoted

William S. Pond, who has been assistant general agent of the Northwestern Mutual, has been appointed general agent of the Connecticut Mutual Life Insurance Co., with headquarters in Seattle, at rooms 252 and 253 Empire building. Mr. Pond has been engaged in life insurance work for eighteen years in San Francisco, Portland, Seattle, and Chicago. He now represents a liberal company with the cleanest reputation, which pays handsome dividends to policyholders — the old Connecticut Mutual of Hartford. His territory is western Washington, together with the Yakima and Wenatchee districts.

LIFE INSURANCE

\$7.33 a Second

Every time the clock ticks the Mutual Life, during working hours, on the average, pays policyholders (including beneficiaries) \$7.33.

Columbian National Life Insurance Co.

Assets, \$9,214,460; net reserve, \$7,450,030; capital paid up \$1,000,000; surplus, \$461,793; insurance in force, \$61,485,435, in the United States. Income, \$2,270,541; outgo, \$1,774,977.

In the Future

The fact that many applications for life insurance are rejected is as discreditable to life insurance as to the procrastinating men who delayed applying for life insurance until they became sub-standard or undesirable risks. For human lives, like physical risks in fire insurance, should be insurable in some amount at some premium.

The coming progressive life insurance company will give term insurance at least to every applicant at some rate of premium. Many under-average risks live longest because best cared for.

Looks Like a Fake

After July 1 the Equitable Life will give "free" occasional medical examinations to its policyholders, "by mail." The policyholder will receive a blank. This he fills out and sends to the company at his expense. The company's physician looks over the answers. If "there seems to be" some impairment, the policyholder is recommended to consult a physician—at his own expense. If the indications are serious, the Equitable will advise the policyholder to seek immediate advice, "in which case the society stands ready"—now note this liberality—stands ready "to submit its findings" to the policyholder's family physician, if he so directs. These valuable "findings" are found in the policyholder's answers to the company's printed questions.

Really all this seems unworthy a big life

insurance society, and more designed as a free advertisement than an actual benefit.

Home Life Ins. Co.

Assets, \$29,181,999; net reserve, \$26,233,223; capital, \$125,000; surplus, \$1,979,941. Income, \$5,487,127; outgo, \$4,023,621. Insurance in force, \$29,181,999.

How to Protect Your Beneficiary from Losing His or Her Heritage

Mutual Interests

The late J. P. Morgan, in his lifetime, was the most noted of American financiers. He was not the richest man in America, though many times a millionaire; but he was noted for his conservatism and for the soundness of his judgment in financial matters, so that in the counsels of financiers he wielded a far greater influence than any other man of his day. Mr. Morgan must have recognized as clearly as any other man the dangers that beset the beneficiary, inexperienced in business affairs, when suddenly coming into possession of a large sum of money. He had often seen such funds quickly dissipated or lost through ill-advised investments, or through the counsels of well-meaning but ill-qualified friends, as well as through the advice of designing persons who sought only to secure the investment of the funds in schemes of their own.

In making his will Mr. Morgan left bequests for sixteen persons, but only four of these, including his son, J. P. Morgan, Jr., to whom the bulk of the estate was left, received their legacies in cash, securities, or other tangible property. These four were all men of demonstrated financial ability and large experience. On the other hand, the widow of the financier, his three daughters, a sister, and two sisters-in-law were left life incomes consisting in each case of the earnings of a trust fund of one million dollars. These legatees will each year receive the income from that fund, which they may spend as they please, but the

principal they can never touch nor in any manner control. Five smaller bequests, to relatives and family friends, were likewise left in the form of life incomes.

Although all of these legatees were probably persons of larger experience in business and financial affairs than the average beneficiary of a life insurance policy, and all were so situated as presumably to have throughout life the advantage of superior financial advice, the great financier appreciated the fact that the safest provision for a wife or daughter, or for any one unskilled in business or finance, was a fixed life income, and he made provision accordingly.

Not many men can leave a wife or other beneficiary a life income consisting of the interest on \$1,000,000; but every man, according to his means, can leave his beneficiary an adequate monthly or yearly income for life by means of the continuous instalment policy, first issued by the Mutual Life Ins. Co. After all, it is an income that the family needs and must have after the death of the insured. If the proceeds of a policy are payable in a lump sum, the money must be invested to yield an income, or it may soon disappear. With the investment of the funds comes the risk of loss, examples of which are familiar to everyone. The continuous instalment policy solves the problem, and the advantages of the instalment plan of settlement are now available in the case of practically all policies on the books of the company, new and old alike.

The California Standard Life of San Francisco will have \$200,000 capital.

The Connecticut Mutual Life will not hereafter write insurance on the lives of married women. Death claims are 50 per cent more on them than on spinsters.

The late Vanderbilt was very rich but he knew ready money helps to handle the affairs of a big estate when the manager is removed by death. He was insured for a large sum. The Mutual Life wrote a \$1,000,000 policy on his life some years ago.

Bankers Life Company

This successful Des Moines, Ia., company was organized on July 1, 1879. It is therefore nearly thirty-five years old.

The admitted assets of this company are \$22,223,227, a gain of \$2,630,411 in twelve months. The rate of interest earned on mean invested assets was 5.36 percent.

Approved securities on deposit with the Iowa state auditor, as required by law, amount to \$20,716,486, a gain of \$2,547,941. The appraised value of property securing the company's \$20,477,180 real estate loans is \$71,756,737. Certainly, this security is more than ample.

The Bankers Life paid \$3,985,387 in claims last year, bringing the total sum paid beneficiaries since organization up to \$35,337,386.

The men in charge of this company have always been noted for probity and clean business methods.

Rights of Assignee

The assignee of a life policy acquires only the rights of the insured, and the assignment will not divest the right of the beneficiary to collect the proceeds of the policy upon the death of the insured; it appearing that the only right insured had was to collect the policy upon maturity, or to change the form of insurance.

Where a life policy contains no provisions for a change of beneficiary, the beneficiary acquires a vested interest which cannot be transferred without his consent, and, where the policy provides for a change, a beneficiary's interest, while subject to be defeated, can be defeated only in the manner prescribed in the policy. — *Johnson v. New York Life Ins. Co.*, 138 P. 414.

Where a life policy provided for change of beneficiary on written notice to the insurer at the home office, the failure of insured to comply with the regulation cannot be excused because he was an ignorant foreigner, and poor; it appearing that he recognized the conditions in the policy by attempting at one time to comply with them. — *Id.*

INSURANCE OF ALL KINDS

The World's Insurance Congress in 1915

The directors of the Exposition have been so impressed with the value of congresses, from the attendance standpoint, that they have set aside \$1,000,000 for a great auditorium in which meetings may be held.

The companies which have already decided to hold their agency conventions here in 1915 report unusual interest among the fieldmen and home office officials alike, as all are anxious to come to the greatest World's Exposition ever held.

One company has adopted the slogan, "Meet me in San Francisco in 1915," and instructed all agents to begin and end every letter with that slogan. Agents are using the desire to make the trip to the Pacific Coast as an extra argument to get business and thereby securing an increased production.

No man, engaged in any branch of underwriting, can fail to be benefitted and inspired by coming to this city during 1915. San Francisco rebuilt, is in itself a lasting monument to the insurance profession, and everyone who visits this city is impressed with the importance and value of the protection afforded by sound insurance companies. Without this protection, all lines of business activity would come practically to a stand still.

The World's Insurance Congress is not only for the purpose of education of those who attend, but to convey to the public some conception of the magnitude of the insurance industry. Every insurance convention which is held here in 1915 augments the value of this Congress.

Buckle On Politicians. — Statesmen and legislators, from the constancy of their practical occupations, cannot be supposed to have sufficient leisure to master each new discovery that is successively made; and who, in consequence are, as a body, always in the rear of their age. The result is, that they go blundering on in the old track believing that no commerce can flourish without their interference, and

troubling that commerce by repeated and harassing regulations. — Buckle wrote this nearly sixty years ago, and what he then said of English legislators applies as fitly today to the "statesmen" of Kentucky and Missouri, and elsewhere, who trouble trade by harrassing regulations of insurance.

Philadelphia Underwriters

This underwriters' agency is composed of the Fire Association and the Ins. Co. of North America. Behind its policies are \$4,750,000 capital, \$7,304,265 surplus funds, and \$27,093,592 assets. Frank M. Avery represents it on this Coast, and has recently had his territory greatly extended.

Royal Exchange Assurance

The United States branch of this corporation has \$2,887,995 assets. This is a gain of \$137,053. The surplus is \$1,043,693, a gain of \$142,556. Premiums, \$1,956,852, a gain of \$40,192. There was an underwriting profit. The United States manager is R. D. Harvey. This company operates in the Pacific Northwest, with Lawrence F. Lamp- ing as manager.

Kansas Is a Poor State

The state of Kansas is poor always. It is an agricultural state without a large city. The soil generally is light, with hard pan not far below. Only the five wheat counties have any material prosperity. The "speakeasies" make money but spend a good deal in paying fines. Drouths are frequent. In the western part the land is fit only for grazing. Buildings as a rule are built of wood. Climatic conditions are favorable to fires. Lightning strikes and fires many houses and barns. Hot dry winds increase the burning hazard. Cyclones and tornadoes are regular and frequent visitors. For this reason many Kansans have settled in southern California, where there are no cyclones nor thunderstorms. In Kansas all new laws are first tried. If the patient survives, other restless states copy them if

the people do not rise in rebellion. Kansas is the rat-hole of insurance money. Last year the fire companies paid out in losses and expenses \$1.13 for every dollar of premium received. It is a fortunate fact that the population of Kansas never increases. Every woman is a suffragette.

Phoenix Assurance

The United States department has \$3,890,966 assets and \$1,487,612 surplus. Both figures are larger than a year ago. Premiums, \$2,418,821, a gain of \$49,648. There was an underwriting profit. L. P. Bayard and P. Beresford are joint managers, and A. D. Irving, Jr., is secretary. The Pacific department is under the management of W. Irving, general agent.

The Springfield is not only the largest fire insurance company chartered by the state of Massachusetts, but stands among the ten largest and strongest American fire insurance companies. Below are listed some of the conflagrations which have tried this company's strength and where it has settled every dollar of its indebtedness promptly.

Troy, New York, 1862 . . .	\$ 54,467.23
Portland, Maine, 1866 . . .	95,868.91
Chicago, Ill., 1871	527,120.31
Boston, Mass., 1872	259,293.72
Haverhill, Mass., 1882 . . .	51,140.84
Lynn, Mass., 1889	64,597.71
Jacksonville, Florida, 1901 .	75,251.84
Patterson, N. J., 1902	59,119.53
Baltimore, Md., 1904	465,215.00
San Francisco, Cal., 1906 . .	1,639,063.39
Chelsea, Mass., 1908	108,829.00
	<hr/>
	\$3,399,967.48

The Williamsburg City Fire, represented by W. W. Alverson, has \$1,000,000 capital and \$1,010,557 net surplus. Premiums, \$2,580,545; losses incurred, \$1,529,222 or 59 percent. This company absorbed the Nassau & Dutchess last year.

No less than \$50,000 damage was awarded a railroad employee by an Eastern court for total loss of eyesight.

Norwich Union Fire

The United States branch of this society has \$3,013,722 in this country. This is a gain of \$238,254. The surplus is now \$1,176,882, a gain of \$235,752. Premiums also made a gain and were \$1,761,240. There was an underwriting profit. The United States managers are J. Montgomery Hare and Wm. Hare. The Pacific department operates under the management of J. L. Fuller. Business is increasing in this field.

Montana Fire

Premiums, \$37,708; loss incurred ratio, 17.6; expense ratio, 119.3. Premiums gained \$5,000. W. R. Allen is president and J. J. Frith is manager. Organized in 1912.

People's National

A slight error in our last issue prompts these correct figures: Assets, \$1,870,816, a decline of \$146,565; reinsurance reserve, \$587,081, a nominal decline; net surplus, \$230,134, a decline of \$12,838; premiums, \$785,537, a decline of \$77,710; income \$919,406; outgo, \$863,738. No dividends. Loss ratio, 63 paid, 57 incurred; expense ratio, 47; losses and expenses, 104 percent of premiums. In five years this company has received \$5,420,468 premiums and paid out \$5,768,373 in losses and expenses. In addition, there is the \$587,081 unearned premium liability. The People's National has therefore lost at least a half million dollars on its underwriting account.

The Wisconsin state insurance fund was wiped out by the recent normal school fire. The fund still owes for the loss of the capitol. State insurance is a failure.

The California Mutual Life of San Francisco, on the assessment plan, expects to begin business by July 1. The Van Doozers, A. E. and J. P., are the organizers. Why?

The Hand-in-Hand Underwriters, writing business in this country, issues a policy guaranteed by the Commercial Union Assurance Co.

Spokane Miscellaneous Notes

Irving Frank, formerly Spokane superintendent for the Metropolitan, who was transferred to San Francisco, has returned to Spokane and is organizing a company to write insurance against sickness, with hospital benefits, etc., such as is in successful operation in San Francisco.

The American Surety company, which has held the city bonding business at 29 cents, has lost the business recently renewed to the Massachusetts Bonding, which is rewriting the business at 25 cents. Under Spokane's commission form of government the commissioners, five in number, have to put up a bond of \$25,000 each, and the bonding system also applies proportionally to employees of the various departments. Three bonds on commissioners recently expired and the business was secured by the Fred B. Grinnell company, representing the Massachusetts Bonding. The total business is over \$300,000. It is understood that the other business about to expire will be held by the other companies which intend to meet the lower rate.

Because 19 widows have remarried, the accident funds of the Washington state workmen's compensation reserve have been increased by \$50,576.44. The average length of time these widows drew their pensions was only 11 months, the forfeits then developing because the women found new mates. There are still left 215 widows on the pension roll.

Another Church Company

In California the Columbian National goes to J. F. Magee. This company was organized to sell stock to Catholics and make a bid for church business and that of members of the church. We understand that as far as practicable the assets are to be lent on church property and that a percent of the profits is to be paid to the institutions of the church.

Arrested on a Charge of Arson.—C. A. Cooper of Sanger, Elsworth Beeson of Fresno, and W. E. Curran of Pine Flat, all of Fresno county, Cal., are under arrest, charged with

arson in the burning of the Ben Lomond summer hotel to collect the insurance. Cooper bought the hotel, through Beeson, and admits raising the insurance from \$12,000 to \$27,000, but all three men deny arson or a conspiracy to commit that crime. The arrest is the result of the confession of Walter Everton, already recorded by us. Beeson and Cooper are out on \$15,000 bail each.

The Preferred Accident issues an endorsement which makes the liability insurance follow the automobile.

President W. B. Clark of the Aetna has returned home, after a very pleasant visit to the Pacific Coast.

Counterfeit \$10, 1902-08 series, Crocker National Bank, in circulation in East and a few on Coast. Bill has a washed-out look. An increased amount of paper money is in circulation on this Coast. Accustom your fingers to the feel of genuine bills and a counterfeit cannot fool you.

The Columbia Underwriters have opened up Northwestern headquarters for the International Life of St. Louis on the third floor of the Paulsen building.

The Spokane agency of the Mutual Life of New York ranks third among the company's domestic agencies in percentage of quota of new business produced last year, the quota being based on population of the agency.

Mexico City.—The department store, El Palacio de Hierro, burned April 15, was insured for \$1,700,000. Some of the larger lines are: Royal, London, London & Lancashire, North British, Northern, about \$100,000 each; Liverpool & London & Globe, Alliance, \$90,000 each; Phoenix Assurance, Aachen & Munich, General, \$75,000 each; Law Union, Royal Exchange, Scottish Union, Commercial Union, \$50,000 each.

Minam, Or., April 16.—Sawmill destroyed by fire this morning. Insurance, \$1,250. Will be rebuilt.

Dr. Wood Hutchinson, formerly of Oregon, is well worth hearing.

ONE THING AND ANOTHER

In San Francisco lives a worthy man named Benzion. It is not pronounced "benzine," nor has he ever had a fire. The meaning of the name is Son of Zion. Mr. Benzion and Mrs. Benzion have recently engaged in the business of caring for and selling underwriting salvage, and thus far they have given entire satisfaction to the companies.

* * *

"Galut" in the Insurance Record says: "I hope that in the near future there will be something interesting to write about in these articles." And I hope so too. Has he been buying on margins?

* * *

A sure way to be unhappy though unmarried is to buy and operate a ranch and live in the city—or anywhere, I swear.

* * *

The population of the United States (continental) is now 100,000,000.

* * *

Not so magnetic as the other but this new Springfield knife is very attractive and keen for business.

* * *

In 1450 the loading and firing of a musket required fifteen minutes.

* * *

No socialist is sincere, for none ever practices what he preaches.

* * *

At every banquet the American underwriter takes his pleasure sadly.

* * *

Fires cost Americans \$3.00 per capita; flies cost them \$3.50 per capita, 'tis said.

* * *

Walt Mason has been reading my contemporaries. He says it is hard to swat the lyre.

* * *

The Washington 8-hour law doesn't affect the Olympia firemen. The uninsured capital is safe.

A vegetable growth in the heart killed a

soldier in the East. This reminds me that some years ago a San Francisco life insurance manager died from the effects of a vegetable growth in the liver. He was a strictly temperate man.

* * *

It is useless to conquer a barbarous country and then leave it so that there must again be a conquest.

* * *

The Hon. Frank Hasbrouck, the new insurance superintendent of New York, is a fine-looking fellow, and, though a married man, has preserved a full head of hair up to his 60's.

* * *

Los Angeles has an incendiary whose anonymous letters indicate that he is a religious fanatic. He operates in the suburbs and has started several fires.

* * *

The Connecticut advance-sheets give the average commission as 22 percent and the average dividend on paid up capital as 22 percent.

* * *

President Jalonick of the Austin Fire will visit San Francisco next week.

* * *

I wonder who puts up money for this single-tax campaigning. Printing, postage and rent and salary expenditures are large. The single-taxers are not crazy enough to foot these bills. Who pays them but the beneficiaries—the owners of property which thereby escape taxation? Single tax is a Frenchman's socialistic idea, adopted by visionaires and envious failures. It congests building areas, when enforced, increases rents, and in some directions effects a confiscation, which of course pleases socialists. Nothing real is gained by single tax communities and much is lost; but the owners of bonds and mortgages are benefitted. Scratch a single-taxer and you scratch a socialist and a failure.

Life-assurance.—The American dictionary says "see life-insurance."

Victoria Memorial Sent to Fire Underwriters

The Victoria city clerk has prepared, the mayor has signed and the council has forwarded to the Vancouver Island Fire Underwriters' Association, a memorial soliciting a reduction in the rates of insurance, particularly in the business section of the city, and suggesting that such reduction might well be not less than 50 percent of the present rates.

The controversy respecting rates of fire insurance in Victoria began in 1907, in August of which year the Fire Underwriters' Association notified the city of a resolution of the National Board of Fire Underwriters designed to secure uniform building construction and formulate laws regulating building operations over its wide territory. Following this notification the underwriters in October, 1907, informed the city of an advance of 30 percent in insurance rates and that the association had secured the services of an expert to examine and report upon the water supply of the city, its water systems, mains, hydrants, fire apparatus and all the facilities for fire protection.

The engineer engaged by the underwriters was Robert Howe, C. E., chief municipal inspector of the Canadian Fire Underwriters' Association. In January of 1908 the city received a copy of Mr. Howe's report which was drastic in its condemnation of the water systems of the city as unequal to the requirements for fire protection. This report was considered sufficient justification for the 30 percent advance in rates previously exacted.

There was nothing then to do but to pay the increased rates assessed for protection against loss by fire. But the city immediately undertook to carry out as many of the recommendations of Engineer Howe as it was possible to do, with the result that conditions have been so much changed and fire protection facilities so much improved, the city council felt justified in asking the insurance men to lighten the insurance tax.

A statement shows that in the aggregate there has been expended directly, or indirectly, for fire protection, not including the

Sooke lake scheme, the sum of \$2,642,853. In view of these altered conditions and this expenditure, the mayor and council suggest that a reduction of 50 percent would not be too great to make in all risks underwritten in respect to city property.

Rulings by Insurance Commissioner Fishback of Washington

AGENTS WRITING INSURANCE ON THEIR OWN PROPERTY

We have lately found that a number of the agencies in this state have been writing insurance principally upon the property in which the agents themselves are directly or indirectly interested as owners or part owners. This is in violation of the provisions of Chapter 49, Session Laws of 1911.

The department insists that the special agents shall carefully inspect the conditions of their different agencies, and if they find that they have agents who are using their agencies for this purpose we will expect them to immediately take up the supplies and discontinue the agency.

This is no recent ruling, but we have given considerable time to allow a transfer of agencies of this character, and shall now insist that they be immediately discontinued.

BANK OFFICERS AND EMPLOYEES

The national and state banking departments have ruled that it is not in order for a bank to hold a license to act as an insurance agent. It therefore follows that a bank officer is not eligible to hold a license in his official capacity. He may be licensed as an individual, but only on condition that the bank receives no part of the commissions on insurance premiums, either directly or indirectly. The same ruling applies to an employee. By indirectly we mean that the salary of an officer or employee must not be placed at a lesser amount on account of the said officer or employee being permitted to act as an insurance agent and to receive the commissions as a part of his personal earnings.

The department will insist upon this ruling being strictly adhered to, and if we find that the same is being violated we shall not hesitate to prosecute the violators.

Marine Business in the United States in 1913

	Premiums Received	Losses Paid
Ætna of Hartford . . .	\$1,429,576	\$ 963,914
Alliance	329,983	Not given
Boston	1,566,688	936,779
Comm'l Union, Lon. . .	734,377	444,609
Continental of N. Y. . .	124,226	60,958
Fireman's Fund, S. F. .	2,221,773	1,324,423
Hartford Fire	725,199	360,013
Home of New York . . .	856,536	298,409
Nord Deutsche	264,004	180,896
London Assurance . . .	524,845	297,938
Phoenix Assurance . . .	166,665	38,991
Providence Wash. . . .	1,185,277	664,229
Queen of New York . . .	587,428	277,283
Royal	869,523	424,802
St. Paul	1,587,808	917,252
Western Assurance . . .	284,913	219,501
Alliance Assurance . . .	154,973	100,615
Allianz	320,882	188,773
American & Foreign . . .	151,841	55,581
Atlantic Mutual	2,812,326	1,236,544
British & Foreign	400,896	526,873
Canton Insur. Office . .	127,671	121,332
Federal	1,365,246	548,544
Fonciere	39,690	31,919
General	92,894	64,168
Indemnity Mutual	320,395	199,578
Marine	784,654	449,941
Maritime	27,759	110,715
North China	35,731	32,633
Ocean	209,426	199,325
Reliance	174,562	189,111
Sea	412,817	395,328
Standard	841,790	748,650
Sub'rs at U. S. Lloyds . .	1,316,672	1,122,697
Switzerland General . . .	408,704	257,471
Thames & Mersey	606,417	497,440
Union Marine	780,785	568,396
Yang-tsze	192,171	200,679

Hotel Fire at Pasadena

Exploding gas furnace in basement caused the entire destruction by fire of the Hotel Maryland at Pasadena, Cal., April 18. The total loss on building and contents is estimated at nearly \$500,000. The insurance amounts to \$225,000.

The flames flew up the elevator shaft with amazing swiftness. The hotel telephone operators "rang up" every room and warned the inmates to fly for their lives.

This hotel was built twelve years ago. There were 227 guests at the time of the

fire. The building cost \$400,000 and the furniture \$100,000. The east section of the hotel was only five years old. The Maryland was the only hotel in Pasadena open the year round.

The bungalows surrounding the hotel, from 5 to 300 feet, were at no time in danger.

All the Pasadena fire department apparatus was on hand, and an appeal to Los Angeles brought three engines and 24 firemen. A gasoline engine made the ten-mile run in twenty minutes. Pasadena's new tower truck helped to save 100 feet of east wing.

Special Agent Hawxhurst Shot Dead

C. W. Hawxhurst, special agent for the New Zealand at Spokane, was found with a bullet-wound in his left temple. Removed to a hospital, he died, April 22. His brother Robert and his employer say they know of no reason why he should commit suicide.

The coroner's jury found the death was by a gunshot wound with suicidal intent. Witnesses testified to melancholy over a disappointed love affair.

Quarterly meeting of the Local Agents' Association of Napa county, Cal., was held at Calistoga, Saturday, April 11. Wm. G. Thompson of Napa, who is also president of the State Association, presiding. There was a full attendance, and a bounteous hospitality was extended by Calistoga locals. W. S. DuVal, secretary of District B, was present. He will give the address recently made by him at Berkeley, before the July meeting of the association at Napa.

San Francisco.—The city assessment roll has gained more than \$10,000,000, and may exceed \$540,000,000. The tax eaters are happy. The tax rate has doubled, despite the steady increase of taxable values. A new building is completed every 47 minutes. For several years the city has been paying interest on a big sewer, miles long, which has no outlet and cannot be used for two years more. Fine management!

New Zealand Insurance Company

Increase of Capital and Assets

At the annual meeting in February the stockholders of the New Zealand had the pleasure of considering a profit of \$589,345 on the year's transactions. Of this sum, \$492,317 was added to the assets, bringing the total assets up to \$6,043,136. The stockholders received \$45,000 in well earned dividends.

The capital of the New Zealand has been increased from \$1,500,000 to \$2,250,000. The increase of \$750,000 is but a transfer from net surplus to policyholders' surplus, by a stock dividend. This leaves a policyholders' surplus of \$3,541,899, a gain of \$279,347.

Looking over the items of assets in the home office statement we note that the investments in mortgages and shares and government bonds and debentures have been increased. The reinsurance reserve fund has been increased \$60,000.

It is evident that the New Zealand's affairs are in excellent shape. The funds are well invested and the surplus over all liabilities is more than ample to meet the loss contingencies of the future.

The premium income, as stated in the report made to the annual meeting, was \$3,514,840. Fire, marine and all forms of casualty business are written at the home office.

On this Coast only fire business is written. The managers of the department, Folger & Speyer, have raised the Coast premiums to more than a half million a year, with very creditable loss ratios.

Against Group Insurance

At the recent convention of twenty-four states' insurance commissioners in Chicago representatives of various fraternal insurance societies were heard. All opposed group life insurance, which was said to be, finally, "a scheme to raid fraternal."

A traveling soliciting agent ordinarily has no implied authority to enter into a contract of insurance, though supplied by the com-

pany with printed blank forms of application.

It is essential to a valid contract of insurance that the minds of the parties shall have met as to the subject-matter, the risk insured against, the period of risk, the amount of insurance, and the premium.—*Dorman v. Connecticut Fire Ins. Co.*, 139 P. 262.

West Coast Life Grants Permits for War Service

April 22, 1914.

To the Policyholders and Field Representatives

The West Coast Life Insurance Company:

Love and duty to and for one's country is esteemed by The West Coast Life as of greater moment than policy restriction.

The policies of this company provide that military and naval service in time of war is not a hazard assumed under its contracts.

This is to advise that in view of the *present Mexican situation* and during the continuance of military and naval operations in or against that country, *permits for war service will be granted* (for attachment to *any policies issued by this company*) upon application by the assured, the beneficiary or the next of kin.

Yours very truly,

T. L. MILLER,

President.

Pacific Coast Casualty

The annual statement of this company has unusual interest at present. Because of the state of affairs which the new controlling owners have discovered, the capital has been reduced to \$300,000 and a net surplus of \$81,669 has been created, making the surplus as regards policyholders \$381,669. For the special protection of policyholders, \$250,000 in securities has been deposited with the California state treasurer at Sacramento.

The total gross assets are \$800,480. The company has about \$2 for every dollar of liability.

It is not necessary that you should take it easy but it is very important that you should not worry.

Head Office Annual Statement

Of the

New Zealand

Insurance Company, Limited

OF AUCKLAND, NEW ZEALAND

For the Year Ending November 30, 1913

ASSETS

Mortgages and Shares	- - - - -	\$ 981,458.26
Real Estate	- - - - -	1,664,245.04
Government Bonds & Debentures	- - - - -	2,381,930.10
Branch and Agency Balances	- - - - -	512,365.66
Cash in Banks, on Hand, and Fixed Deposits	- - - - -	452,727.35
Other Assets	- - - - -	50,409.33

\$6,043,135.74

LIABILITIES

Appropriation for Unpaid Losses	- - - - -	\$ 601,865.00
Sundry Creditors and Unearned Premiums	- - - - -	472,416.79
Investment Fluctuation Account	- - - - -	16,954.93
Reinsurance Reserve Fund	- - - - -	1,410,000.00
Capital	- - - - -	2,250,000.00
Surplus	- - - - -	1,291,899.02

\$6,043,135.74

In Business on the Pacific Coast Since 1875

PACIFIC DEPARTMENT

In Company's Building, : 330 - 40 California Street

SAN FRANCISCO, CAL.

CLINTON FOLGER W. M. SPEYER

JOINT MANAGERS

Special Agents

Frederic Williams, Denver, Colo.

W. G. Fortmann, Portland, Ore.

C. P. Lyndall, Los Angeles, Cal.

D. A. Parker, San Francisco, Cal.

Insurance Day in San Francisco

Saturday, April 18, was insurance day, and it was celebrated at the Panama-Pacific fair grounds by a large and jolly crowd who remembered it was "just 8 years after." The insurance men of the city and elsewhere turned out and entered the grounds by "the insurance gate" by letter of introduction. It was a very hot day. Machinery hall was opened for them, and there the speakers tested the acoustic properties of the huge and lofty structure. Insurance Congressman Hathaway started things. President Moore of the Exposition, Insurance Commissioner Done of Utah and other speakers hit the high places of eloquence.

The firemen made a good and appropriate finish—with two city fire engines, the Exposition apparatus, and a city fireboat. These engines and the boat threw many streams from the high pressure auxiliary system. Away up on the roof of the biggest building water was thrown a long distance.

Some Ancient History—Charges Against ex-President Green and ex-Manager Frank

Present Management Exonerated

District Attorney Fickert is investigating the questionable relations of E. F. Green with the Pacific Coast Casualty Co. Green was some time ago forced to resign the presidency of the company. State Ins. Com. Cooper, who some time ago went through the books of the company, confirmed the discoveries of the new owners of the company. Great irregularities and sure dishonesties were discovered. The commissioner says Green's direct defalcations amount to \$30,000. Marshall A. Frank, who was the real power behind the presidential chair, is charged with, at present, only with making fictitious reports to the company, making the company's report to the state insurance department show larger assets and smaller liabilities than the true figures. Frank formerly operated in Baltimore, where, as we understand, his name was not Frank.

These partners, Green and Frank, made a bitter fight on a competing local company,

and used a local weekly as their tool. They posed as honest men rebuking sin.

All the things with which Green and Frank are charged—and MORE—have been known for months, by everybody in the casualty business here, but it has not been deemed expedient to give them publicity.

Green was given 10 bonds to sell. He sold 7 and the bond account was credited with the amount received, but the remaining three bonds were never reported. He also took 18 bonds from a safe deposit vault, and deposited them in a bank and drew \$20,000 on them on his personal account, it is charged. He drew dividends on stock which he did not possess. The regular dividend was paid five days later. Green made no accounting for this money. Thirteen days later, on April 29, 1913, Green drew a check for \$2,650, in favor of a local bank. It appears that this money was a payment on his personal note for money borrowed from the bank. Green also drew \$1,500 on salary account when he had no salary due him. Another defalcation is for \$3,500, on a check drawn in favor of L. B. Hoge, on Jan. 28, 1913. This money was received by Green, it is believed.

Green was in the habit of borrowing money from his friends. He would say, "Let me have your check for \$500, and here is my check for the same sum. I need the money for two days, and will therefore ask you not to deposit my check for two days."

Examiners Cooper and Mothersill say that premiums were collected by Marshall A. Frank and the Marshall A. Frank Co. general agency and were never reported to the Pacific Coast Casualty Co., of which Frank was vice president and the principal stockholder. The amount of this derelection is said to have been \$25,000, and the investigators believe that the amount already known to be due the company will be further increased by the discovery of similar premiums so withheld.

Commissioner Cooper says that a premium for a large amount was reported for December 29 and was allowed as an asset though uncollected, as the law allows credit for premiums unpaid for less than ninety days, but alleged collectible. A few days

after January 1, this alleged large policy for a large uncollected premium was cancelled. There were similar instances.

The commissioner exonerates the present managers from any connection with these irregularities. The management is new and the control of the company is now held by men of good reputation.

Rider in the Saddle

The Union Pacific Life of Portland has secured the services of George A. Rider under the title of general manager. Mr. Rider is well known in the insurance field, and for the past five years has been connected with the Mutual Life Insurance Company of New York on the Pacific Coast. Mr. Rider entered upon his duties on the 15th inst.

The management believes the company will make a very creditable showing this year.

The officers of the Union Pacific Life are: F. W. Weincken, president; C. H. Feldmann, 1st vice president; N. W. Merrifield, 2nd vice president; J. S. F. McClellan, secretary; C. F. Hendricksen, treasurer; Paul L. Woolston, consulting actuary; S. E. Joseph, M. D., medical director; Geo. A. Rider, general manager.

Finger Prints Lead to Arrest on the Charge of Arson

Following an attempt to burn the Melbourne lodgery at Oroville, Cal., a coal-oil bottle was found nearby. Finger-prints were found on the bottle. A finger-print expert was called in. He identified them as those of Henry Brown, under arrest. Brown was charged with arson.

—Revised Field Men's Directory in our May number. Send in corrections.

—Portland.—The Oregon Life claims that of the 217 life companies started since 1905 not one has paid a dividend to stockholders excepting itself. Altogether this company has paid \$52,500 dividends to stockholders. The latter have never paid in any surplus.

—Insurance Day in Californiay won a big free ad—which was not bad.

Travelers Golden Jubilee Celebration

Travelers Insurance Company men from thirty states of the Union and four provinces of Canada attended the jubilee celebration in Hartford early this month. Fifty years ago only four life and ten fire companies were in business, and six years later the Chicago fire ended six of the latter.

The fifteenth company, the Travelers, a staunchly built ship by James G. Batterson was launched. Among the veterans who survive are Major Preston and Dr. Lewis, real soldiers.

At this semi-centennial meeting, Manager Arthur S. Holman of San Francisco was among the speakers.

More than 450 delegates were present at the banquet, and there was certainly "some time." President Dunham acted as toast-master.

Altogether, there were three days' sessions of the delegates, making a great and long to be remembered convention of the active producing men of the company. April 1 was selected, because just 50 years ago on that day of the month, in 1864, the first policy of the Travelers was issued.

—Among recent death claims paid by the Mutual Life of New York are these: Flagstaff, Ari., Chas. C. Hutchinson, \$14,201; San Francisco, John J. Crawford, \$21,154; Herman W. Newbauer, \$6,301; Los Angeles, Jos. R. Blanchard, \$5,000; Pasadena, Edw. Snyder, \$5,027; Berkeley, F. O. L. Hobson, \$10,238; San Diego, Jno. S. Hawley, Sr., \$5,022; Layette, Id., Clemens A. Berding, \$5,000; Butte, Mont., H. Mason Raborg, \$9,777; Havre, Mont., Jas. A. Mackenzie, \$5,025; Anaconda, Jno. T. Gunniss, \$6,828; Portland, Sam. P. Mackey, \$5,006; Selah, near Wash., Eugene M. Carr, \$26,852; Athens, Ala., Henry Warten, \$50,264. For five weeks the total deaths were 525 in the United States and Canada, for \$2,004,698. In addition, 62 death claims for \$120,747 were paid in foreign countries. This equals \$708,000 death claims a business day.

—The 200th anniversary of the Union Assurance is commemorated by handsome gold-letter literature.

Coast Fire Business by Agencies in 1913**Home of New York**

Premiums (in Pacific West), \$1,554,344, a gain of \$28,226; ratio losses incurred, 48.29.

Wayman & Henry

Premiums, \$1,755,655; loss incurred ratio, 41.5.

Fireman's Fund

Premiums, \$1,443,028; loss incurred ratio, 49.9. Premium gain, \$78,514.

Geo. H. Tyson

Premiums, \$1,413,371; loss incurred ratio, 43.9.

Geo. W. Dornin

Premiums, \$825,146; loss incurred ratio, 54.3. Premium gain, \$55,613.

Edw. Brown & Sons

Premiums, \$812,553; loss incurred ratio, 49.8. Premium gain, \$25,911.

W. H. Fores

Premiums, \$190,124; loss incurred ratio, 33.0. Territory is California, Alaska, Arizona, Nevada and Hawaii.

London Assurance

Premiums, \$794,366; loss incurred ratio, 44.3. Premium gain, \$48,507.

Edwin Parrish

Premiums, \$610,853; loss incurred ratio, 40.9. Premium gain, \$68,783.

Christensen & Goodwin

Premiums, \$754,144; loss incurred ratio, 53.8. Premium gain, \$29,678.

Connecticut Fire

Premiums, \$474,688; loss incurred ratio, 48.6.

Macdonald & Miles

Premiums, \$239,263; loss incurred ratio, 48.2.

A. C. Olds

Premiums, \$347,338; loss incurred ratio; 53.1. Premium gain, \$23,662.

McC. Kelley

Premiums, \$140,260; loss incurred ratio, 34.8. Premium gain, \$69,791.

Curtis & Gordon

Premiums, \$259,243; loss incurred ratio, 38.7.

Germania Fire

Premiums, \$219,863; loss incurred ratio, 71.9. Premium income only \$2 less than in 1912.

J. F. Cobb

Premiums, \$230,018; loss incurred ratio, 36.3. Gain in premiums, \$47,000.

Rolla V. Watt

Premiums, \$1,726,972; loss incurred ratio, 56.8.

Harry L. Roff

Premiums, \$902,914; losses incurred, \$407,900; loss ratio, 45.1. Territory, California, Nevada, Arizona.

North British & Mercantile

Premiums, \$964,783, including North B. & M. of New York and the Commonwealth. The North British & Mercantile wrote \$851,628 Coast territory premiums, as against \$732,384 in the previous year. The loss incurred ratio was 42.0 for the company and 42.4 for the office. For 1912 the North British premiums in this field were \$732,384.

Sam B. Stoy

Premiums, \$648,214, which is about the same for this office as in previous year. Loss incurred ratio, 49.3.

James C. Johnston

Premiums, \$617,781; loss incurred ratio, 43.4.

New Zealand

Premiums, \$500,903; loss incurred ratio, 44.9. Premium gain, \$422.

W. Irving

Premiums, \$497,108; loss incurred ratio, 51.9. Premiums increased \$66,634.

H. R. Mann

Premiums, \$404,399; loss incurred ratio, 35.6.

Norwich Union

Premiums, \$328,951; loss incurred ratio, 47.6. Premium gain, over \$118,000. Resumed writing in California.

Atlas

Premiums, \$449,670; loss incurred ratio, 60.2.

New Brunswick

Premiums, \$93,289; losses incurred, 46.1.

Williamsburg City

Premiums, \$162,194; losses incurred, 67.6.

Northwestern F. & M.

Premiums \$49,550; losses incurred, 21.8.

Dubuque

Premiums, \$98,352; losses incurred, 44.0.

Firemen's

Premiums, \$255,001; loss incurred ratio, 45.4.

Milwaukee Mechanics

Premiums, \$179,705, loss incurred ratio, 54.8.

Home Fire of Utah

Premiums, \$106,676; loss incurred ratio, 40.9.

Liverpool & London & Globe

Premiums, \$861,169; loss incurred ratio, 44.7.
Department does not include Montana, Wyoming, Colorado, New Mexico and Utah.

In Colorado, Montana, Utah and Wyoming, reporting to Chicago—Premiums, \$178,748.39; loss ratio, 44.0.

Dixwell Hewitt

Premiums, \$1,354,212; loss incurred ratio, 47.3

Fire Association

Premiums, \$463,659; loss ratio incurred, 43.7.
Gain in premiums, about \$18,000.

Bertheau, Selbach & Bertheau

Premiums, \$281,714; loss incurred ratio, 40.
Gain, \$67,000 over last year. Both years' totals include Hanover's outside figures reporting to home office.

Concordia and German

California and Alaska premiums, \$141,828; loss incurred ratio, 73.

Concordia

Coast premiums, \$108,593; loss incurred ratio, 73.6.

C. H. Ward

Premiums, \$264,790; loss ratio incurred, 56.4.
Premium gain, \$8,563.

Chapman & Nauman

Premiums, \$71,024; 25.0 percent loss incurred ratio; 27.0 for the Jersey Fire Underwriters.

Law Union & Rock

Premiums, \$181,098; ratio losses incurred, 55.5
Premiums gained. \$4,000.

Union Assurance

Premiums, \$353,793; ratio losses incurred, 53.4.

Commonwealth Security

Premiums, \$39,361; loss incurred ratio, 40.0.
These are six months' figures for Sterling and a year's for Rhode Island. John C. Hougaard is manager.

Northwestern National

Premiums, \$334,847; loss incurred ratio, 58.2.

Prussian National

Premiums, \$203,548; loss incurred ratio, 64.6.

National Union

Premiums, \$396,767; loss incurred ratio, 53.2

Stuyvesant

Premiums, \$224,790; loss incurred ratio 36.2.

E. T. Niebling

Premiums, \$559,570; losses incurred ratio, 42.7 percent.

Geo. W. Brooks

Premiums, \$592,160; loss incurred ratio, 41.0 percent.

Continental

Premiums, \$853,193; loss incurred ratio, 49.5.
Gain, \$56,342.

Geo. O. Hoadley

Premiums, \$390,920; losses incurred, 49.7.

Frank Avery

Premiums, \$265,310; loss incurred ratio, 39.9.
Gain in premiums, about \$11,000. Territory covered by these figures, Arizona, California, and Nevada.

Pennsylvania Fire

Premiums, \$313,123; ratio losses incurred, 49.7
Premiums gained \$9,000.

Royal Exchange

Premiums, \$112,876; losses incurred ratio, 42.8 percent.

Franklin Fire

Premiums, \$152,382; loss incurred ratio, 58.5 percent.

Nord Deutsche

Premiums, \$40,629; loss incurred ratio, 67 percent.

Arizona

Premiums, \$39,145; ratio losses incurred, 36.7.

Fidelity-Phenix

Premiums, \$496,729; incurred loss ratio, 39.6.

New Jersey Fire

Premiums, \$121,597; loss ratio, 35.0.

*** Rocky Mountain Fire**

Premiums, \$25,000; losses \$30.

Standard

Premiums, \$49,550; loss incurred ratio, 53.2.

E. E. Potter

Premiums, \$410,698; losses incurred, 42.4.

United Firemen's

Premiums, \$61,878; loss incurred ratio, 62.0.

Austin

Premiums, \$41,436; loss ratio incurred, 82.2.

Commonwealth

Premiums, \$40,889; losses incurred, 82.8.

City of New York

Premiums, \$69,812; losses incurred, 75.9.

National Ben Franklin

Premiums, \$150,561; losses incurred ratio, 40.1.

Allemannia

Premiums, \$21,891; ratio losses, 29.2.

Reliance

No compliance with our requests for figures.

Aetna

Premiums, \$1,008,569; ratio of losses incurred, 40.7. Premium income about the same as in 1912

Miller, Henley & Scott

Premiums, \$196,386; loss incurred ratio, 38.1.

Western and British America

Premiums, \$283,904; loss ratio incurred, 46.0.

James Brewster

Premiums, \$459,275; loss incurred ratio, 47.7 percent. Premium gain, \$45,984.

Hamburg-Bremen

Premiums, \$43,660; losses incurred ratio, 58.5. This company has just begun to write generally on this Coast, under Macdonald & Miles.

Northern Assurance

Premiums, \$624,283; ratio losses incr'd 45.7.

W. W. Alverson

Premiums, \$399,036; ratio losses paid, 32.8.

Merchants of Denver

Premiums, \$89,141; ratio losses incr'd 39.7.

C. C. Kinney

Premiums, \$136,463; ratio losses paid, 66.38 percent.

New Hampshire

Premiums, \$179,913; loss ratio incurred, 38.7.

Northwestern Mutual Fire

Premiums, \$586,193; ratio losses incr'd, 46.7. These figures are gross, as far as non-admitted companies are concerned.

Vulcan Fire

Premiums, \$73,489; ratio losses incurred, 33.4.

Austin and Commonwealth

Premiums, \$82,325; loss incurred ratio, 81.3.

United Firemen's

Premiums, \$61,878; loss incurred ratio, 61.9

Occidental Fire

Premiums, \$26,926; loss incurred ratio, 67.1.

San Francisco the Greatest Insurance Exhibit at the World's Insurance Congress in 1915

From an address at the "Insurance Day" celebration in San Francisco: "Insurance Day," April 18th, 1914, has a special significance to this gathering, this city, and this state, as it will for all-time be an example and a lesson to the entire world; for stand-

ing here today, the first big public gathering in the first completed building of the greatest international exhibition that the world has known, erected by a city that eight years ago was wiped off the face of the map as far as its material construction was concerned, it is well to apply the principle of "Render unto Caesar those things that are Caesar's, and unto the Lord those things that are the Lord's;" and while I do not wish in the slightest to detract from that God-like manhood and womanhood that showed itself in this city, the credit that is justly theirs for the heroic parts they played throughout those trying days and the years that have succeeded them, still it is well today to "render unto Insurance those things which to insurance belong," and to acknowledge to ourselves and to the world that insurance rebuilt San Francisco; and that while it rose, Phoenix-like, from its ashes, that it rose upon a foundation the basic system of which is applied throughout civilization; and that man's truest and greatest co-operative system was proven (in the distributing of a great loss to rebuild a great city) over the face of the entire earth.

San Francisco is an "insurance city," rebuilt by insurance money, life as well as fire, and we, as an insurance community, assembled here today fifteen thousand strong, claim it as our exhibit at the Panama-Pacific International Exposition; and I say to you insurance men gathered here today that if you do not make the most of this exhibit—if you do not from this time out educate the entire world to look upon this city as the insurance exhibit, you will not only be losing an opportunity, but you will be failing in your duty to the business which you represent; for it is your duty as an insurance community to make the entire world understand that the insurance exhibit at this exposition exceeds in grandeur and accomplishment all other exhibits that will be here, for it is, remember, the entire city of San Francisco, and incidentally this exposition itself, which is the outgrowth of the city rebuilt by insurance money.

CHIPS

—Stock of the Vulcan is now sold at \$9, formerly at \$14. The original cost was \$25, \$5 of which went to salesmen.

—Colorado.—Striking laborers have machine guns and are dynamiting mines and setting fire to towns. It is really civil war and anarchy. Property has no rights which a vote-seeking government is bound to respect.

—Colorado.—We are indebted to S. Epstein, commissioner of insurance, for the preliminary report showing the Colorado business for 1913. The net fire premiums were \$3,147,258, with \$1,076,163 losses incurred, or 34 percent. The Hartford Fire leads with \$134,502 premiums and a 27 percent loss ratio.

—General Agent Irving of the Phoenix Assurance and the Union Marine has returned from a business trip through Arizona and southern California. He says the people down there are hopeful, although business generally is quiet. These optimistic folks insist that prosperity is right at hand and almost within reach—if—but.

—The old home office building of the Fireman's Fund Ins. Co. in San Francisco was destroyed by the great fire eight years ago but the walls remained. Up to two stories and the ground floor the building was reconstructed and a new structure of the same size was built on the adjoining lot on the west. This addition, as well as the old building, was regarded as a temporary structure, to be likewise torn down in a few years. Workmen are now rapidly lowering these walls and tearing out the interiors, to make way for the new graceful, modern office building, to be exclusively occupied by the several departments of the company—fire, marine, and automobile. The entrances will be on the street level and the general appearance of the new building will be classical and representative of a great financial institution. The work of construction will be pushed rapidly. It is expected that this four-story building will be completed and ready for occupancy when the Panama-Pacific Exposition opens, about March 1, 1915

—Texas compensation rates shall be reduced.

—There were 36,462 industrial accidents in California in 1913, with a wage loss of \$18,000,000.

—The Influence and Interest of Women in Life Insurance is the prize essay at the Cincinnati convention of the National Association of Life Underwriters, Sept. 15-17.

—Utah.—We are indebted to Commissioner Done for a copy of the advance sheets issued by his department. Total fire premiums, \$709,509; losses incurred, \$394,908 or 55.7 percent. The Hartford leads.

—The offices of the Pacific department of the Phoenix of London, Pelican and Union Marine, in the Security building, San Francisco, have recently undergone transformation which gives the needed additional room. Counters and partitions have been shifted and a small mezzanine floor has been erected beneath one of the skylights. The walls have been freshly tinted and the whole appearance is one of pleasing light and color and activity. The street entrance on Halleck is now provided with a handsome marquis, finished in bronze, and with company names in the glass frontages.

—Seldom Seen Such a Busy Scene.—Pending the erection of its new home office building on the site of the old, the Fireman's Fund will have its general and Pacific department headquarters in the new Insurance Exchange building on California street, next to the Merchants Exchange building, in San Francisco. All of the second floor, some of the third, and some of the street level floor are now occupied, and additional space may later be taken. The automobile department has an entrance on Leidesdorff street as well as on California street. It is well worth taking the elevator to the third floor to look at the very busy office scene. It is astonishing. Where did all these people come from? From the old building, where they were distributed in many rooms on several floors, and therefore their number made no impression on the visitor, who, indeed, could see few at work attending to the many details inseparable from fire, marine and automobile underwriting.

CALIFORNIA MUTUAL FIRE BUSINESS IN 1913.

Name of Company	Amount Written	Premiums Received	Net Losses Paid	Rate to Paid	In Force Dec. 31st. Risks	Premiums
Central Manufactur's Mut. Fire	\$488,200	\$7,886.98	\$9,833.67	124.6	\$488,200	\$7,886.98
Fitchburg Mutual Fire	197,100	2,829.43	2,830.49	100.0	197,100	2,829.43
Indemnity Exchange Mut. Fire	287,675	3,983.69	1,952.30	49.0	287,675	3,983.69
Indiana Lumbermen's Mutual	374,550	5,931.97	9,827.26	165.6	374,550	5,758.24
Lumbermen's Mutual	620,566	10,993.62	10,588.47	96.3	753,330	11,072.96
Lumber Mutual Fire	452,865	8,815.71	10,205.76	115.7	534,263	8,530.96
Northwestern Mut. Fire Assoc.	1,710,761	132,003.71	80,022.11	68.1	. . .	117,017.32
Oregon Fire Relief Association .	15,300	100.60	. . . .	. . .	15,300	100.60
Pensylv. Lumbermen's Mut. F.	489,900	7,368.52	9,423.66	73.8	489,900	7,733.27
Totals	\$4,636,917	\$179,914.23	\$134,683.72		\$3,140,318	\$164,913.45

California Business Transacted by "Surplus Line" Licensed Brokers

Name	FIRE				MARINE AND MISCELLANEOUS			
	Gross Am't procured or placed during year	Total premiums charged thereon	Am't canceled	Gross premiums returned	Gross Am't procured or placed during yr.	Total premiums charged thereon	Am't canceled	Gross prem's returnd
Archer, A T	\$297,762	\$2,922	. . .	. . .	\$392,650	\$6,906	\$29,650	\$756
Bender, A M	. . .	446	. . .	. . .	. . .	832	. . .	. .
Birlem, F W	23,500	353	. . .	. . .	728,005	8,154	. . .	. .
Clark, J E	831,352	6,067	526,775	1,392	1,476,985	45,421	. . .	. .
Cortelyou, G W	. . .	. . .	. . .	. . .	413,432	8,394	2,000	14
Davis, Bert L	168,011	2,913	111,500	363	23,000	96	. . .	. .
Dickson, Frank W	36,750	480	18,000	218	. . .	. . .	. . .	. .
Evan, C Evans	. . .	. . .	. . .	. . .	228,974	1,687	. . .	. .
Foster, Robert D	16,000	345	. . .	. . .	1,000	10	. . .	. .
Harrison, C B	80,670	2,961	. . .	. . .	856,420	5,320	. . .	. .
Heimann, G A L	. . .	. . .	. . .	. . .	250,000	2,667	. . .	. .
Johns, R G	39,675	1,068	15,000	265	. . .	. . .	. . .	. .
Johnson, J G	290,000	812	. . .	. . .	1,125,000	8,092	. . .	. .
Kahn, Emele E	15,000	591	. . .	. . .	35,650	388	. . .	. .
Manor, H V	6,000	362	. . .	. . .	898,752	6,694	. . .	. .
Mannheim, H S	26,200	979	. . .	. . .	603,000	820	. . .	. .
Macdonald. Wm	87,500	288	. . .	87	. . .	. . .	. . .	. .
Newhall, Geo A	. . .	. . .	. . .	. . .	144,757	1,804	. . .	524
Pierce, D W	. . .	. . .	. . .	. . .	. . .	. . .	. . .	. .
Rambo, N T	. . .	. . .	. . .	. . .	5,000	157	. . .	. .
Rosenthal, Louis	. . .	. . .	. . .	. . .	1,283,648	49,296	. . .	. .
Rule, O Rey	. . .	. . .	. . .	. . .	240,300	6,158	57,350	899
Silent, Edward D	. . .	. . .	. . .	. . .	250,000	2,667	. . .	. .
Sloan, J R	42,500	850	. . .	. . .	2,115	17	. . .	. .
Smith, A H	879,901	29,566	276,485	7,853	4,569	2,095	. . .	. .
Thompson, M	. . .	. . .	. . .	. . .	439,974	39,892	40,000	696
Waymann, W O	32,000	524	2,500	27	. . .	. . .	. . .	. .
Ward, Basil E	151,003	5,057	85,015	2,022	34,365	648	. . .	25
Ward, R C	. . .	. . .	. . .	. . .	197,830	2,557	. . .	. .
Williamson, C H	. . .	. . .	. . .	. . .	. . .	. . .	. . .	. .
TOTAL								

A provision in an underwriters' policy, that a judgment against any one of the underwriters should be decisive as to the claims against all, held not to subject the several underwriters to the jurisdiction of courts other than those of their domiciles, or to obligate them to subject themselves to the jurisdiction of such courts.—Reynolds v. Globe Fire Underwriters of St. Louis, Mo., 64 So. 396.

California Business Transacted by Inter-Insurance Associations in 1913

Name of Company	Amount Written	Premis. Rec'd	Losses Paid
Ad Underwriters Exchange	\$4,093,500	\$17,765	\$ 632
American Exchange Underwriters	845,000	5,371	None
California Casualty Indemnity Exchange	No business		
Casualty Reciprocal Exchange	No business		
Employers Indemnity Exchange	No business		
Hardware Merchants Inter-Insurers	10,200	557	105
Individual Underwriters	2,242,925	11,843	None
Inter-Ins. Exch. of the Auto. Club of Southern Calif.	3,119,680	110,117	35,321
Lumber Manufacturers Inter-Insurance Association	No business		
Lumbermen's Indemnity Exchange	1,231,380	20,155	23
New York Reciprocal Underwriters	9,083,750	20,938	506
Pacific Automobile Indemnity Exchange	755,960	37,327	8,886
Pacific Coast Inter-Insurers	Company retired		
Property Underwriters Association		35 048	13,322
Reciprocal Indemnity Exchange	Reinsured by Niagara Fire Ins. Co.		
Warners Inter-Insurance Bureau	No business		

Epigramma Cunningham

When an agent undertakes the cancellation of a policy he should make it his business to succeed. Nothing less than sure proof of the assured receiving notice can be relied upon and, even with that, it should be followed by getting the policy and receipts for unearned premium. The "five days after notice" is the personal privilege of the assured, which he can waive, and often will waive by surrendering the policy and signing cancellation receipt, if the agent goes directly to him. Don't fool with an attempt at cancellation.

"I am not saying," writes a claimant for a small damage, "that I was unfairly treated by your adjusters, but the other tenant in this house received more than double what I am allowed, and really had less damage. He did not expect so much, but his claim was promptly paid by the local agent without looking over the damage."

Speaking of a certain omnibus building the special agent asked the local agent why he had not written it. "I much rather have you ask why I have not written it," replied the agent, "than why I had."

A large line of talent is often cancelled by bad habits.

Boast not thyself of to-morrow, for another agent may "get there" to-day.

To have a policy returned "not wanted" is a sign that you are not the only agent in the precinct.

Some think they are the big gun of the office till they are fired.

"Within a stone's-throw of a hydrant," said the daily report. An inspector of the risk says, "I admire the man who threw the stone, for it was a marvelous feat!"

The friends of a deceased agent embellished his tombstone with the motto he had for years used in advertising his agency: "We are here to stay."

He gives twice who does so quickly and cheerfully, for he will be called on again.

A recently appointed agent sent in a poor risk at a decidedly inadequate rate. In declining it we inquired how he came to approve it, and were surprised at his reply that he did not approve, leaving it for his companies to decide, and wondered "why two of his companies accepted the risk—one with thanks."

He was telling of a very doubtful sort of insurance experience when an unbelieving hearer inquired, "Do you mean to say that this experience really occurred to you?" The imaginative story teller hesitatingly replied, "Yes,—really—that is to say—it just occurred to me."

The Coast Review of San Francisco

U. S. Supreme Court, by 4 to 3, Upholds the Kansas State Rating Law

In the test case to determine the validity of fire insurance rating by the state the supreme court at Washington, Justice McKenna of California reading, decided that: "Business may rise from a private to a public concern," and "insurance is different from ordinary business." He likened insurance to transportation and asked "has not a legislature the right to prevent arbitrary insurance rates as much as arbitrary railroad rates?" We do not understand the judicial wisdom which finds a parallel between insurance and railroading, the latter having the right of eminent domain.

The three dissenting justices are Chief Justice White and Justices Lamar and Van Devanter, who insist that insurance is not public but private business.

The decision is epochal for it is fraught with possibilities of grave disaster. Labor, wages, the prices of every necessity of life, by this decision, may be regulated by legislative meddlers and nincompoops.

Justice Lamar says the decision announces a principle that if carried to its end means that every article sold and every service rendered can be regulated by legislative action. Wages can be fixed by law—made low or high.

The decision is the wedge that may break up fire underwriting by all but the largest companies, which may pick their business and reject much that is too low-rated. It will certainly embarrass general business.

Manager Fabj of the Pacific department of the Liverpool & London & Globe has returned from the Northwest with a lame hand. His many friends up there have a hand-some way of their own.

The Coast Review Fire Chart 1914 now lacks the states' business of only two offices. We are printing the Chart now. It is excellent, reliable and up-to-date.

T. J. A. Tiedemann lacked little of being a winner in the northern California golf championship contest.

Great

The Fireman's Fund last year made the largest premium gain ever made by any fire company in a single year.

The New York Safety Fund of Syracuse has busted.

President Faymonville of the Fireman's Fund is in Chicago.

Fire losses are believed to have increased 15 percent this year.

The Frelinghuysen companies go to C. M. Seeley & Co. for California.

Secretary Weinmann of the Fireman's Fund is a happy "grampa."

When the new colored wigs come into style, may we expect fire insurance men to wear fiery red wigs, and life men, purple or black wigs, and casualty men, blue wigs?

East Side, New York, has jewels enough, of a kind, and Little Hungary, but the Fidelity & Casualty has deemed it prudent to cancel its liability business on the Side.

Died.—Fritz Schroeder, managing director of the Aachen & Munich, died on April 5 in Munich, after a year's illness. Manager Schroeder had visited this Coast, and was well known among underwriters.

The New York department rules that any company which permits the charging of a policy fee to one policyholder and not to another violates the law which prohibits unfair discrimination.

Manager Watt of the Royal and Queen, who has been visiting the East, is returning by the Northwest, where he is now visiting some of the leading agencies of his companies. He will arrive in San Francisco about May 12.

A warrant for Edmond Green, poet and ex-president of the Pacific Coast Casualty, charged with embezzling \$1,600 of the company's money on April 17, 1913. Geo. W. Turner, a director, swore to the complaint.

Later.—Green has been arrested and is out on bail.

THE INSURANCE LAWS OF THE STATE OF WASHINGTON

By W. W. Hindman, Read at the 38th Annual Meeting of the Fire Underwriters' Association of the Pacific

(Concluded)

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By so agreeing the assured's premiums were so reduced on \$225,000 of insurance on its plant, and yet the Federal Court held that by reason of section 34 a total failure to comply with the said warranties did not affect its right to recover the total amount of damages done by fire, because the insurance company could not show that the failure of the assured to keep its promises contributed to the loss. The promises of the insured in this case were unenforceable, yet it received a large consideration from the insurance company in the way of reduced premiums upon a void promise to do particular acts on its part. It did not give, nor did the insurance companies receive, any consideration for such reduction of premium, and yet the assured was fully protected from loss up to the total amount of its insurance, notwithstanding the fact that it paid an inadequate consideration therefore.

The Stanton case only illustrates the futility of basing your rates upon the promises of the assured to keep any conditions or warranties contained in the policy. Are you going to insure closed-down manufacturing plants without provision that a watchman shall be kept continually on duty, or issue a policy without the occupancy, chattel mortgage or similar clauses, without a rate commensurate with the risks assumed? The probability is that you would not do so knowingly. Yet when you issue a policy in Washington regardless of its provisions, conditions or warranties, and charge the schedule rates therefore, based upon such conditions, you are in effect doing this very thing, as section 34, as we have seen, produces this result. And yet we have the absurd provision of the statute compelling you to issue a policy of insurance with all formality, containing all the stipulations and provisions of the New York Standard form and another provision of the same enactment saying that when you have so complied with the mandates of the Legislature that it has compelled you, under penalty to perform, the provisions of the policy so issued under said statute are without effect.

That this is unfair to the ordinary insurers of the State of Washington, whose risks are not extra hazardous, is obvious. An insurer can obtain insurance on an extra hazardous risk, and by promising to keep and perform certain conditions or warranties obtain a reduction in rates from that which he would be required to pay without such promises and then disregard them, and if the insurance company can not prove, in case of fire, that the assured's failure to keep his promises contributed to the loss, he can recover his entire insurance regardless of the premium paid, and will in this way be given a discriminating rate from those of ordinary insurers with less hazardous risks. And as a failure to keep warranties necessarily increases the hazard—and con-

sequently the losses—and as the insuring public must in the last analysis pay the losses, the advanced rates that will be caused by the increased hazard must therefore of necessity be borne by all the insurers, while it should be borne by those only who are responsible for the increase of the rates. But it may be said that if an insurer fails to comply with his promises the amount that he can recover in case of fire is decreased in ratio that “the premiums paid would purchase at the rate that would be charged without the warranty.” This is true if the breach “contributed to the loss,” but as we have seen this question is one of fact for the court and jury to determine, and in the majority of cases will be decided against the companies, and I dare say that any insurance company that would issue a policy of re-insurance to pay a loss in case of failure of the first company to prove that the breach of any warranty contributed to a loss would not long survive. Therefore it can be seen that this provision is an invitation to certain policyholders to disregard their promises and breach their warranties, and in case it is proven that the breach did contribute to the loss they can still recover, and is a direct invitation to them to increase the hazard and thereby the losses by failure to keep their promises. To keep warranties in the majority of cases requires an expenditure of money, such as paying for night and day watchmen, establishing and maintaining sprinkler and A. D. T. clock systems, etc., and in many cases the assured from a monetary standpoint can afford to breach his warranties and take a gambler’s chance as to the amount he would recover in case of loss, with a strong probability that he would recover his entire damages, and in any event, all he has paid for.

This section is a direct invitation to fraud. A direct invitation to commit arson, a direct invitation to breach the warranties and conditions of the policy and to neglect the ordinary precautions that prevent fires.

One of the purposes of the code was to provide a uniform premium on risks of like character and compel all insurers to pay a premium on their insurance in accordance with the risk assumed by the insurer. Yet in practice this law, as we have seen, defeats the very object it was intended to accomplish.

RATES

Reverting again to that part of section 106 of the act, which provides in effect that the insurance companies shall use the form known as the New York Standard, “as now or maybe hereafter constituted,” I am of the opinion that the last part of this act which requires the insurance company to change their policy of insurance whenever the Legislature of New York changes the form, is unconstitutional and void, for the reasons:

FIRST.—It is a fundamental principle that all provisions of a bill introduced in the Legislature must be thoroughly considered by that body and its contents thoroughly known. It must be read in full before it can be put upon its final passage and discussion allowed by the members as to the wisdom or unwisdom of such an act. Each member

of the Legislature must have an opportunity to express his opinion as to the provisions of the bill so as to intelligently vote thereon, and a bill that from its nature could not be so considered is of necessity void. I am now referring to a law like the one in question which was intended to be and is complete in itself, and not provisions contained in complete acts adopting rules of construction or modes of procedure for carrying out its provisions by references to other acts. It is manifest that the Legislature of Washington could not consider future laws passed by the Legislature of New York, could not have known their provisions and therefore could not have considered or discussed them or voted on them, and therefore could not legislate in reference thereto. In the case of *Bibbs C. L. Assn. v. Richards*, 21 Ga. 611, the Supreme Court of that State upheld a legislative enactment which referred to a law then in existence but did not set out in full its provisions, and holding that in order to uphold legislative enactment that the court would conclusively presume that the Legislature, at the time of the passage of the act, had before it the law referred to and read and considered it, and for that reason the act was good and did not violate the Constitution. But in that case, as it will be seen, the law referred to was then in existence. Its terms by reference thereto could easily be ascertained. It could have been read, and doubtlessly was read by the members of the Legislature, and there is no doubt that the court was right in its decision, but had the law not then been in existence, then a different result would undoubtedly have been reached.

SECOND.—This provision of the act is unconstitutional and void in my opinion for the reason that it is an attempted delegation of legislative functions of the legislation of the State of Washington to the legislation of New York.

Under the Constitution of Washington all legislative powers are vested in the Senate and House of Representatives and no other body is authorized to pass laws for the State. The people have endowed those bodies with the power to make the laws, which is a sacred trust and which can not be abrogated or delegated by that body without the consent of the people of the State of Washington, and they can not pass a law authorizing the Legislature of any other State to pass laws for the State of Washington. This is a power which the people of the State of Washington have not delegated to them and this is a power which the Constitution does not give them. But little that is original can be said upon this question and I will therefore call your attention to a few adjudications.

In the case of *State ex rel Rusk v. Budge et al*, 105 N. W. 724, the Supreme Court of North Dakota, passing upon this question, said:

"Under the Constitution all legislative power is vested in a Senate and House of Representatives, and all constitutional provisions are mandatory, unless expressly declared to be otherwise. * * * It is not disputed by anyone that purely legislative functions can not generally be delegated. This is founded on the familiar principle that a delegated power can not be redelegated unless expressly provided in granting the power. The people having delegated the power to legislate to the

Legislature, it is incumbent upon it to enforce the will of the people and not delegate it to others. See Sutherland on Statutory Construction (2d Ed.) Vol. 1, Sec. 87, and cases cited. 'One of the settled maxims in constitutional law is that the power conferred upon the Legislature to make laws can not be delegated by that department to any other body or authority. Where the sovereign power of the State has located the authority, there it must be made until the Constitution itself is changed. The power to whose judgment, wisdom and patriotism this high prerogative has been intrusted can not relieve itself of the responsibility by choosing other agencies upon which the power shall be devolved, nor can it substitute the judgment, wisdom or patriotism of any other body for those to which alone the people have seen fit to confide this sovereign trust.' Cooley's Constitutional Limitations (5th Ed.) p. 139. See also Dowling et al v. Insurance Co., 92 Wis. 63, 65 N. W. 738, 31 L. R. A. 112; O'Neil v. Insurance Co., 166 Pa. 72, 30 Atl. 945; State v. Simons, 32 Minn. 540, 21 N. W. 750; State v. Ashbrook, 154 Mo. 375, 55 S. W. 627, 48 L. R. A. 265, 77 Am. St. Rep. 765."

It has been held in several States that the Standard policy law which delegates to the commissioner the power to prescribe a form of standard policy is unconstitutional. Thus in

Anderson v. Manchester Fire Ins. Co., 59 Minn. 182, 60 N. W. 1095, 63 N. W. 241,

the Minnesota statute delegated to the insurance commissioner and Attorney-General power to prescribe a standard policy and made the use of such form compulsory, was declared invalid as an attempt to delegate legislative power, and thus, notwithstanding the provisions of the statute, "that such forms shall, as near as the same can be made applicable, conform to the type and form of the New York Standard fire insurance policy, so called and known."

In the case of Dowling v. Lanchester Insurance Co., 92 Wis. 63, 65 N. W. 738, the court held that an act requiring the insurance commissioner to prepare a printed form of the contract or policy of insurance, and to be as near as the same can be made applicable to the type and form of the New York Standard policy, was invalid on the ground that the Legislature could not, under the Constitution, delegate to the commissioner the power to prescribe such a form of policy; such power being vested exclusively in the Legislature.

The standard policy law of Pennsylvania was declared unconstitutional in the case of O'Neil v. Am. Fire Ins. Co., 166 Penn. 72, 30 Atl. 943, on grounds similar to those urged in the Wisconsin cases; and so, too, was the standard policy law of South Dakota in Phoenix Ins. Co. v. Perkins, 101 N. W. 1110. If the Legislature could not delegate to a commissioner of insurance or to a commissioner of insurance and an Attorney-General jointly, the power to prepare and prescribe a standard form and make it conform as near as possible to the New York Standard, how can it for one moment be contended that the Legislature of the State of Washington could delegate to the Legislature of the State of New York such a power. As it will be seen, the Leg-

islature of Washington left this vital provision of the law to be automatically changed by the changing of the laws of New York, no matter what changes may be made by the New York Legislature, and regardless of what its effect may be upon the laws of Washington. This, in my opinion, they could not do, any more than they could say that the laws of New York, defining and punishing the crime of murder, as may or may be afterwards constituted, shall be the laws of Washington, and no court would hold that this could be done.

Supposing the Legislature of New York would change its standard form and provide "that any insurance company or its agent who issues a policy of insurance on any form other than that prescribed by this act shall be deemed guilty of a felony," and further provided that such provision shall be incorporated in and become a part of the policy so directed to be issued. Could it be for one moment contended that an agent of an insurance company in Washington could be punished criminally for failure to issue such form as so prescribed by the New York Legislature? This question, it seems to me, can only be answered in the negative.

Here a short discussion of the provisions of the act relating to rates may not be out of place. Section 73 of the act provides, among other things, that before the insurance company shall be entitled to do business in the State of Washington it shall file in the office of the insurance commissioner a copy of its rate schedule "and shall observe such rate schedule, and shall not deviate therefrom in making insurance until amended or corrected rate schedule shall have been filed in the office of the insurance commissioner," and further provides that in lieu thereof it can adopt the advisory rate filed by the rating bureau, by filing notice with the insurance commissioner of the adoption of such advisory rates. Section 7 provides for the organization of rate bureaus, making them public service corporations, allowing them to make rates and advise as to precautions to be taken in order to reduce fire hazards and then provides that "every rate bureau shall, before publishing and furnishing rates, file in the office of the insurance commissioner its rate schedule, and shall not deviate therefrom until amended and corrected rate schedule shall be filed in the office of the insurance commissioner. The services of such rate bureau shall be available, equally and ratably, in proportion to the services rendered, to any and all insurance companies, agents, brokers and property owners. Any person or party who knowingly violates any provision of this or the proceeding section shall be punished by a fine or not less than \$50 nor more than \$500." And the act provides what is a "surveyor or insurance surveyor." Section Laws, 1911, p. 162.

The intention of this act was to prescribe a uniform rate to be charged to all purchasers of insurance in like situation. These schedules, when filed, become a part of the law, the application of the basic rates being left to surveyors designated in the act. All purchasers of insurance as well as the insurance companies are therefore bound by the schedules filed, and the basic rates thus provided. This act is in principle the same as the interstate commerce act as to the filing of schedules of

rates, and requiring both the shipper and the railway company to abide thereby, and in the case of

St. Louis S. W. Ry. Co. v. Spring River Stone Co., 154 S. W. 465 (Mo. the court said:

"As said by Commissioner Harlan in Poor Grain Co. v. R. R., Interst. Com. R. 418, 'This published rate is as fixed and unalterable as if that particular rate had been set by a special act of Congress.' The published rate is in itself a contract with all the world and can not be changed or modified by the carrier or shipper or both combined. * * * Common carriers shall not give or grant to any shipper any rate other than the established published rate. They shall not do so for any purpose or in any manner. They shall not do so directly or indirectly. They shall not do so by contract, compromise or settlement. They shall not do so by means of any rebate, concession or discrimination. * * * It is no longer a mooted question that the shipper and carrier can not contract for a different rate on an interstate shipment than that prescribed by the schedule filed with the Interstate Commerce Commission, and under the rules and regulations prescribed by it. And it can no longer be contended that it is not the law of the land that a shipper is conclusively presumed to know the schedule of rates * * * even though the carrier fails to post tariffs as required in its various stations." (Citing numerous authorities from the Supreme Court of the United States).

Section 33 of the insurance act of Washington also prohibits rebates in any form; prohibits any insurer from accepting in any form a rebate. This section among other things provides that any insured person or persons shall not receive, directly or indirectly, any rebate of premium or part thereof, or agents', solicitors' or brokers' commissions thereon payable on the policy, or any other advantage or share in the dividend or other benefits to accrue therein, or any valuable consideration or inducement not specified in the policy contract of insurance. The amount of the insurance wherein the insured has received or accepted, either directly or indirectly, any rebate of premium or commission shall be reduced proportionately as the amount or value of such rebate, commission, dividend or other consideration so received by the insured, bears to the total premium on such policy, and such insured shall be liable, in addition thereto, to a fine of not more than \$200. This provision of the code is practically identical with the provision of the interstate commerce act. Of course, the provision in the act, "not specified in the policy contract of insurance," must refer to the established rates; that is, the established rate must be specified in the policy of insurance, and such established rates can be ascertained by reference to the schedule filed, either by the insurance company or by the rate bureau. If this were not true, an insured could obtain insurance on his property for a premium of \$1 when the schedule requires that he should pay \$3, and say that he was immune from punishment because the policy on its face specified the rate of \$1 as a premium when the schedule as filed would require him to pay \$3. Of course, the provision of the code which intends to establish a uniform rate of premium

can not be so lightly evaded. That these provisions bind the insurance company as well as the assured, see

Ark. Lumber Co. v. Wallace, 139 S. W. 534 (Ark.).

But in litigation concerning this question I have heard it contended that there might be several rate bureaus in the State of Washington and that they might make different rates and therefore that the assured was not bound by the schedule filed. In my opinion there is nothing to this contention. The rate filed by the insurance company or the acceptance of the schedule rate filed by the rating bureau is a public document, and notice to the world. The purchaser of insurance can easily ascertain what rate schedule was adopted by the insurance company with whom he insures and can thereby ascertain the rate which the company can charge and which he is required to pay, and he, as well as the insurance company, is prohibited under a penalty from deviating from that rate. These provisions of the code, as has been shown, prohibit a discrimination by the insurance company in favor of the assured in reference to the rates in any manner. It prohibits the insurance company from granting, or the assured from accepting, any favors in reference to rates that are not given or granted to other insurers in like condition. It is intended to, and does in effect, do away with all characters or kinds of discrimination which in any way gives one assured more favorable rates and terms than that given others. The granting of a rebate or giving of a discrimination to the assured by an insurance company, and its acceptance by the assured, does not, however, vitiate the policy,

Way v. Pacific Lumber & Timber Co., 133 Pac. 595 (Wash.), but renders the insurance company and its agents and the assured liable to the penalties as by the act prescribed, and also reduces the amount that the assured can recover in case of fire in proportion to the amount of discrimination or benefits which he has received.

I have been requested since writing the foregoing to make some comments on section 105½ of the code, being the valued policy provision, and it seems to me that but little can be said touching this section, as its provisions are plain. It in effect provides for a valued policy in case of total loss on real property or any building or structure erected thereon or connected therewith, and in this further modifies section 106 above discussed. The Supreme Court of Washington, passing upon the old code, upheld the valued policy provision and further held that if an assured had an insurable interest in such property at the time of the issuance of the policy, and at the time of the fire, regardless of how small that interest may be, he could recover from the insurance company his total amount of insurance, and this seems to be the settled law of that State.

Section 105½ gives the insurance company the option to rebuild or replace the property lost or destroyed, with other of like kind and quality, on the following conditions, however:

(a) If the insurance company gives notice of its intention to do so within twenty days after the receipt of notice of loss.

(b) If the insurance company shall, within thirty days after the

receipt of notice of loss, commence such rebuilding or replacing of the property damaged or destroyed.

(c) And shall thereafter diligently prosecute the same to completion.

(d) And shall pay to the insured the reasonable rental value of the premises with the buildings thereon from the date of loss to the date of such completion.

It can be seen at a glance that this section of the insurance code is a serious one to the insurance companies as far as exercising the right given them thereunder. Under the New York Standard form the assured have the right to "repair, rebuild or replace the property lost or damaged with other of like kind and quality within a reasonable time on giving notice, within thirty days after the receipt of the proof therein required, of its intention so to do." The section of the code under discussion, however, restricts the assured's rights to replace the property damaged or destroyed to thirty days from receipt of notice of loss, regardless of whether the proofs of loss have been furnished or not. If the company wishes, however, to exercise its option, a serious question will always confront it as to when notice of loss is received, so as to gauge the time when notice must be given of election to replace the damaged or destroyed property. As you are aware, many courts have held that either verbal or written notice of damage by fire to the local agent is notice to the company. The agents so receiving the notice are often negligent in passing it on to the company, or the place of fire is in inaccessible regions, but unless this notice to replace the property damaged or destroyed, or the work is commenced within the time required, the company will lose its rights to replace the property damaged or destroyed by fire, and this section also leaves the question open to disputed testimony as to when this notice was given to the company or its local agents. The assured, however, is given sixty days in which to furnish proofs of loss, but the insurance company is required to commence the work of replacing or rebuilding the property damaged or destroyed, within thirty days after the notice of the loss or damage by fire. I believe that in the majority of cases this in effect will take away the right of the insurance company to replace the property. How is it going to determine whether it will exercise its option until the assured has made his claim of the damage he asserts he has sustained, or how is it going to determine whether it will exercise its option until the assured has put in his proofs of loss under oath, giving the company the facts so that it can ascertain whether the conditions of the policy are breached or as to whether it has any liability thereunder. In the vast majority of cases the companies are content to pay the loss sustained rather than replace or rebuild, yet it can not ascertain this fact until it knows what the assured is going to claim as damages, and as I have said, he is given sixty days in which to notify the company of this fact. Yet, if within the sixty days he makes an exorbitant claim, the insurance company is precluded from making the assured whole by replacing or rebuilding his property damaged or destroyed unless it has exercised its option within the time limited by this section. But

if the company cares to exercise this right in advance of the time the assured advises it as to the damage he claims, it must diligently prosecute the work to completion, and if in the progress of the work the assured should take the position that it was not being prosecuted diligently, he can sue the company on his policy for the damage sustained, and notwithstanding the company's election to replace or rebuild, and the work being done by the company, leave the question to the court or jury to determine whether the work was being prosecuted with diligence, and if not the assured could obtain a money judgment against the company, as its right to proceed to the determination of the work, after making an election, depends upon diligence, and this question is one of fact. But in addition to repairing or replacing the property damaged or destroyed, although by so doing the company makes the assured whole, it is still required to pay him a profit during the meantime by giving him not only the rental value of the vacant or damaged property as it was at the date of the fire, but the "reasonable rental value of the premises with the buildings thereon from the date of loss to the date of such completion." If in rebuilding or repairing the property the insurance company should pay out the total amount of the insurance it had agreed to pay the insured in case of loss, it would, in my opinion, still be compelled to assume this additional burden and pay the rent as in this section provided.

SPONTANEOUS COMBUSTION

By Prof. E. O'Neil, Read at the 38th Annual Meeting of the Fire Underwriters' Association of the Pacific

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Most of you are familiar with the story of the old farmer from the backwoods who saw at a circus for the first time in his life a hippopotamus and after studying him for some time exclaimed to himself: "There ain't no such animal!"

So, I think that after we have studied the subject of my paper for some time we will be able to say: There is no spontaneous combustion. Yet we hear often of the hippopotamus. Some of us probably have seen one, and so we hear more frequently of spontaneous combustion and probably some of the members have not only seen this animal but have had to buy him. But to the chemist, "there ain't no such animal." The hippopotamus is only a variety of the *Sus Domesticus* or common hog, and spontaneous combustion is only a variety of ordinary fire.

Spontaneous combustion is like spontaneous generation. At one time it was thought that life could be started without the presence of some living organism, or cell, but as far as experience goes life is only derived from life. There must be a cause before an effect is produced. What is known as spontaneous combustion is the effect of certain causes and if these causes are not present there can be no combustion, spontaneous or otherwise.

Before taking up the subject of spontaneous combustion in detail

it would be desirable to study briefly what is meant by combustion. I think we will be able then to get a clearer idea of what is termed spontaneous combustion.

By combustion is meant the chemical union of two or more bodies with evolution of heat, usually accompanied by a glowing of the combining bodies or a formation of flame.

If the products of combustion evolve a gas you get a flame. If there is no gas the burning bodies glow. To produce fire or combustion three things are necessary: First, a combustible body; second, air; third, an elevated temperature, called the temperature of ignition. Without all three factors present at the same time there can be no fire. We speak here of combustion in the ordinary sense where the combustible body is some organic substance, such as coal, or wood, or oil. The chemist is familiar with numerous examples of combustion where the combustible bodies are not organic; in fact, practically every known element will burn in air or oxygen under the proper conditions, some very easily, as phosphorus and sulphur; some with more difficulty, for example, iron and copper.

Nor is it necessary that one of the factors in combustion shall be air or oxygen. Many bodies will burn in chlorine or iodine easier than they do in air. Innumerable examples could be instanced where certain chemicals brought together will start a fire. Some will burn when exposed to air or will inflame when brought in contact with water. I believe insurance men class all chemicals as dangerous, and while it is not always true, it might be a safe rule to go by.

Even the third factor, viz., elevated temperature, is not essential. Certain chemical bodies will inflame immediately when brought in contact with air. Their temperature of ignition is below the ordinary temperature. Wood or charcoal will burn in liquid oxygen when the temperature is 350 degrees below zero. At this temperature the products of the combustion, water and carbonic acid, are not in the form of gases but are solids and a mist of solid carbonic acid and ice is formed. If the products are entirely gaseous, particularly if the burning bodies are in liquid or solid form and the combustion be rapid, we get an explosion. The more rapid the combustion and the greater the amount of heat evolved, the greater the force of the explosion.

Gases are very much lighter, bulk for bulk, than solids or liquids. They also expand to a large degree when heated. In ordinary combustion one of the products is water. At the temperature of the explosion this water is in the form of steam. A large bulk of gas is thus suddenly produced, violently pushing out the surrounding particles of air. Immediately after the explosion the hot gases are cooled, the steam condenses to water and the expanded air rushes back into this partial vacuum. This violent expansion and contraction sets the air vibrating with sufficient rapidity to produce a sound which may be very loud if the masses of air moved are large enough, as in the case of exploding several tons of dynamite.

We have learned that the temperature of ignition is variable, but

in ordinary cases it is quite high. A piece of wood or coal will not take fire much below 500 or 600 degrees Fahrenheit. Yet an oil-soaked rag in a barrel standing in a room may start to burn. Apparently it was never exposed to any such temperature as 500 degrees, but it actually was. It is a question of accumulation. The natives of the South Sea Islands will rub two sticks together for fifteen minutes or half an hour. The friction produces heat. This heat is accumulated at the point of contact faster than it can be eliminated by radiation and the result is that the temperature will continue to rise at the point of contact until it reaches the required 500 degrees and the shavings ground off will begin to burn. The civilized man performs this task in an easier way. Instead of heating the wood by rubbing, which has a very high igniting point, he heats phosphorus (which has a very low igniting point) somewhere in the neighborhood of 70 degrees Fahrenheit, by rubbing. This temperature can be easily attained with moderate friction. The burning phosphorus reaches a much higher temperature, which may be used to ignite the wood of the match directly, or indirectly, through the medium of some body with an intermediate igniting point, such as sulphur, thus using less of the more expensive phosphorus.

With these preliminary ideas of combustion in mind we can now take up in more detail the subject of spontaneous combustion.

Spontaneous combustion, as its name indicates, means that the fire is started without the direct intervention of man. There are several different types. The most common is the spontaneous combustion of coal. Coal is an organic body. Air always has access to it. The third element, viz., the temperature of ignition, can be furnished in different ways. The coal may contain certain sulphur compounds. These sulphur bodies have a tendency to combine with oxygen. This means increase in temperature, and frequently this increase reaches the temperature of ignition. Then we have the fire. Sometimes the coal contains certain resinous bodies that absorb oxygen. Again elevation of temperature, and again fire, if the heat of ignition is reached. It is perfectly evident that powdered coal has a much larger surface per given weight than lump coal. Hence oxidation is more rapid, hence a quicker elevation of temperature, hence more danger of spontaneous combustion. If finely powdered coal dust be disseminated through the air, we have the condition for an explosion. You are all familiar with examples of serious explosions in coal mines. Perhaps the most disastrous one occurred in 1906, at Courrieres, in France, one of the great coal mines of the world, employing 8000 men and producing 2,500,000 tons of coal annually. Early in March a fire broke out in one of the veins. It could not be readily extinguished and it was walled up. The heat of the burning coal probably evolved gas that by some means became ignited and in turn exploded the dust-laden atmosphere, destroying a large part of the mine and killing 1100 miners. Many scientific commissions have studied this question, beginning with one in England in 1844, headed by the famous chemist, Faraday. The United States has lately taken up this question under the auspices of the newly created Bureau

of Mines. In their bulletin No. 20 is given a description of their experiments and a discussion of the results obtained, together with a good bibliography of the subject.

For a long time it was disputed that an explosion could be produced by dust. It was thought that gases were the only medium for the transmission of explosions, but experiments in England, France, Germany and the United States have proven definitely that dust is even more dangerous than gases. An explosion will not take place in gas unless the mixture of gas and air is a certain proportion. Any great deviation from this proportion prevents combustion, and hence no explosion will take place. In the case of dust, this narrow limit does not hold true. Also as dust is much heavier than gas a greater weight of combustible material is burned with a correspondingly greater volume of gas produced, which means increased violence of explosion.

This explosive character of dust is shown in many instances besides that of coal. Some of the most destructive examples have occurred in flour mills. One of the most disastrous occurred in the great Washburn mills, in Minneapolis, in 1878, where millstones were exclusively used. A spark from a pair of idle millstones set fire to some woodwork, which in time ignited the dust. The terrific explosion that followed absolutely destroyed the mill. The flames ignited the dust in two adjoining mills, which were likewise blown up. An immense amount of property was destroyed and many lives were lost. This accident gave rise to modifications of the milling methods and consequently such explosions are now rare. Any process that produces dust from organic material which is allowed to escape into the air may produce an explosion when the mixture is ignited. Bran, rice, lampblack, coffee, cocoa, lint and many other substances have been the cause of explosions. Vacuum cleaners, particularly those of large size, may be a source of danger.

A curious case of so-called spontaneous combustion was called to my attention some time ago. Certain large air compressors were blown up. It was at first thought to be due to dynamite, as there had been some labor troubles at the mill. Investigation showed it to be due to another cause. The lubricating oil used was of inferior quality. At the high temperature produced in the compressors the oil became decomposed. Lampblack separated out in the form of a fine dust and the temperature being high enough to ignite it, an explosion followed. The violence was increased owing to the fact that the air was under compression.

One of the most common examples of spontaneous combustion of coal is seen on board of ships. Certain kinds of coal containing sulphur bodies or resins are particularly liable to heating. This heating effect is increased by the friction of the coal, produced by the motion of the vessel. If the temperature of ignition is once reached, the fire is very difficult to extinguish, owing to the practical impossibility of reaching the seat of the trouble, and removing the burning portion. Moisture increases the tendency of the sulphur compound to oxidize, which is another source of danger in ships. The prevention, or ex-

tinguishment of these fires is very simple theoretically, but often very difficult practically. Theoretically the elimination of one or more of the elements for combustion will prevent or put out a fire. The three elements, viz., a combustible body, oxygen and temperature of ignition must be simultaneously present. The removal of the combustible body can be only accomplished by letting the material burn up. This is not very practical, but occasionally is the only way. The oxygen can be eliminated by keeping the air away. Usually there is enough air in the interstices of the coal to start the combustion and the heat is sufficient to distill off gases that may escape and form an explosive mixture with air, or in the case of ships, with the hatches buttoned down, the evolved gas may generate enough pressure to blow the ship up. One way to prevent the action of the air is to fill the hold with some inert gas, such as nitrogen or carbonic acid. This is not of much use after the fire has started, because the application of those gases must be continued until the whole cargo has been cooled below the point of ignition, and this may require a huge amount of gas. If the temperature of the burning coal be high enough, the carbonic acid itself will be decomposed, forming a combustible gas—carbon monoxide.

Instead of preventing the advent of the air we may reverse this process and allow large quantities of air to pass through the coal. By means of this ventilation the heat is removed as fast as formed and the temperature of ignition is not reached. We will have two of the elements of combustion, but not the third.

In the case of dust in coal mines, the best procedure is to remove the dust by copious sprinklings with water or with some sticky or hygroscopic liquid that will keep the dust laid. In flour mills various mechanical devices are used to keep the combustible material down, and thus remove one of the elements of combustion.

There is another type of spontaneous combustion that often gives rise to fires; that is, oxidation of certain organic bodies. This oxidation may be direct, as in the case of linseed oil, turpentine, and similar bodies, or indirect through fermentation processes.

Many substances, such as linseed oil, absorb oxygen directly. This absorption of oxygen always produces heat. If this heat reaches the temperature of ignition the material will take fire. Anything which facilitates this oxidation, or prevents the removal of the heat thus produced, will increase the danger of fire. If the oil is spread on cloth or paper the surface exposed to the air is greatly increased, oxidation is more rapid and the temperature of ignition will soon be reached. If, in addition, the rags are in a closed box, radiation of the produced heat is prevented and the temperature of ignition is reached so much the sooner.

Exactly the same condition of things is present in fermenting organic bodies, except that the absorption of oxygen is indirect, being effected through the agency of bacteria. Hay, grain, sawdust, shavings, in fact any organic body that will serve as a post for the growth of these bacteria, may be spontaneously ignited. The same factors, viz., com-

bustible body, oxygen and temperature of ignition must be present to start the fire. Eliminate one or more and there will be no trouble.

A curious example of what was thought to be a case of spontaneous combustion of this type was called to my attention some time ago. The Santa Fe Railroad is built for several miles across the delta of the San Joaquin. The roadbed is made of peat thrown up from the right-of-way. Fires would start in this peat, would smolder for a long time and leave the roadbed a mass of ashes. It was thought to be a case of spontaneous combustion, analogous to hay fires, which are true examples of spontaneous combustion. Upon examination of the conditions, however, it was found that the fires nearly all started on the leeward side of the tracks. There was no reason for this fact on the fermentation theory, but there was a reason when you considered that windows are usually opened on the lee side and men frequently throw lighted cigar stumps out of the windows. These fall on the dry peat, which burns like tinder, and a smoldering fire results. I suggested that they cover the roadbed with gravel, thus protecting the peat. This was done and there have been no fires since.

We might cite instance after instance of cases of spontaneous combustion, but the limits of this paper preclude mention of them all.

One example about which there is considerable dispute might merit a few words, although I do not believe your body is interested in life insurance. The question is, whether it is possible to have a spontaneous combustion of the human body. There are various circumstantial accounts, some going back hundreds of years, but there have been such cases. The victim is usually described as a heavy drinker, and when he does take fire he burns up in bluish flames. The probabilities are that no such complete destruction takes place. There is too much water in the human body. It would be perfectly possible for a man's breath to ignite after prolonged drinking of strong alcoholic liquor, and this flame would produce death and perhaps the charring of some tissues, but the complete annihilation of the body seems apocryphal. Partial drying up of the tissues will enable bacteria to develop and in time they will destroy the body. All forms of decay are examples of spontaneous combustion. Leaves, grass, bodies of animals exposed to the air gradually disappear. They burn up. If it were not for this fact the dead organic matter would soon surround and engulf the living body. The leaves falling from the trees in a forest would accumulate faster than the trees could grow. They would die from their own excreta. Spontaneous combustion is the salvation of animal and vegetable life.

The substance of this paper may be summed up as follows: Spontaneous combustion ensues when the three factors, viz., combustible body, air and temperature of ignition, are in proper relation to each other. Eliminate one of these factors and there will be no combustion, either spontaneous or otherwise.

THE THEORY OF LINES

By W. H. Gibbons, Read at the 38th Annual Meeting of the Fire Underwriters' Association of the Pacific

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The theory of lines is a most baffling subject, with neither beginning or ending. Whichever way we turn we are sure to find examples apparently upsetting every line of reasoning put forth. We find successful companies writing large lines; we find other successful companies writing small lines, and in face of these successes who is to say that either system is wrong? Yet there must be some sound theory upon which lines may be based, or success would not be attainable; neither would the mortality rate among fire insurance companies be so high.

The nearest approach to any tangible theory on the subject is a vague idea that lines should be so graduated that no one loss can entirely consume the premiums of its class. But this measure is more preventive than constructive, and something to build upon is what we are seeking.

The one great vice and controlling influence in our business is expediency, to which principles and good judgment are too often sacrificed. Given a certain premium income, to be shared by a lot of hungry companies, there is bound to be a scramble, and in the scramble many times expediency becomes a necessity, and principles must be relaxed; for, while we can influence an agent's activities, we may not direct them, and so must make the best of what he sends.

During the early history of fire insurance, but little attention was paid to limiting either individual or collective liability. Indeed, up to 1810 the English companies had no limits whatever, for it is recorded in their centenary booklet that the Atlas carried £20,000 on a dwelling, £30,000 on a store, £60,000 on a warehouse, and £40,000 on a cotton mill, "said to be divided into four risks." Such amounts were accepted by all companies at that time, and as some of those companies are still in existence, it may be reasonably supposed that it was not their own experiences which changed their practices. Be that as it may, whether through experience or fear, more reasonable lines came to be written and liability shared.

What the early practices in this country were, I have not been able to ascertain, though it would appear that in the past comparatively small lines have been carried, with a present tendency toward heavy increases. But American insurance history does not serve us satisfactorily in our investigations, for the pioneers in writing what were then called "jumbo lines" failed, or were badly hit, and company after company writing moderate lines was compelled to give up the struggle in spite of its caution.

In an effort to find a reason for this seeming inconsistency, relating in some way to the theory of lines, it must be borne in mind that the life of a company depends wholly upon its underwriting activities. Dividends must, of course, come from interest earnings, but the premium income must take care of losses, expenses, reserves and surplus, otherwise stockholders might better retire their company and seek investments not so liable

to disappear over night. Conceding this point, it must follow that the companies that have retired were unfortunate in their choice of lines; something wrong, either in size, or quality or both. That large lines can be profitably written we have examples every day; that poor business, in restricted quantities, can be assimilated we also know, for what company can say that it has no risk on its books it does not want? We naturally infer, then, that most retirements are due to the two causes: poor selection, and illy constructed line sheets. This brings us down to a principle which every successful company has unconsciously applied in making up its lines, and one which seems to me a very safe, if not exact, rule to follow.

We have heard the question asked, "If the line sheet says \$5000 why should we write but \$2500?" We have also heard it said that if a risk is not good for a full line, it should not be written. The question demonstrates the principle; the statement violates it, as will be shown.

All lines must be based upon averages, and must be uniform, the two qualities being dependent one upon the other. But if lines are to be uniform, upon what should that uniformity be predicated? Surely not upon premium, for the premium is but a detail; nor upon policy amounts, for they do not indicate anything definite; therefore, we have left to us as a basis, the actual loss paid per risk of each class. Following this theory, then suppose that a company should set its figure at \$2500 as the amount it would be willing to lose upon any one risk; on an unprotected frame store—which would likely prove a total loss—the line would be \$2500; on a risk which would probably result in a 50 per cent loss, the line would be \$5000, but on a building which would commonly cost the insurance companies but 10 per cent of the insurance, the line should be ten times \$2500 or \$25,000; hence, the reason for carrying only a partial line on a poorly constructed building, any loss thereon would upset the average loss and disturb the uniformity.

It may well be objected that difficulty would be met in forecasting with any accuracy what loss a risk might suffer; co-insurance and a dozen other features would all affect the loss to insurance, but that is where underwriting experience would be of service. A table of classifications could be made up, and deductions made therefrom as to what the expectancy might be, but the figures would be no more conclusive in detail than those of other classifications. They would no more show the exact loss to be expected than our present classifications show whether a skylight should cost two cents in the rate, or ten, or whether an assured should have 1 per cent off of his rate for a watchman, or 20 per cent, or whether under a long schedule the rate should be .7326 or .7236. Possibly some actuary could produce a formula which would be exact, but as he would not be able to apply his formula, and we should not be able to understand it, it might be of doubtful value. Our reliance must be upon a combination of theory and experience, and the one who can best combine the two is the one who will produce the best results.

In practice this theory should work out well-balanced lines, the quality of which must, of course, receive proper consideration; and herein probably lies the reason why so many companies have been compelled to dis-

continue. Their lines did not properly distinguish between hazards. It is easy to get all one cares to carry on less desirable risks. Doubtless, if effort were made, it would be no trouble at all for a company to secure \$10,000 each on a majority of the sawmills in the Northwest, but disaster would certainly follow. By the same token a company must not write lines of equal size on all classes, but must make decided distinctions; otherwise liability will pile up on undesirable business, and good business go to the companies expressing in their line sheets a desire for it.

It is this very feature of writing large lines which seems to make companies, and yet which may break them. From a very interesting table recently published by the Rough Notes Company, it is shown that of the fire insurance companies which have survived the past thirty-five years, there has been a great shifting about in the relative order of size. Companies which were together in 1878 are far apart in 1913, and in almost every instance it is the small carriers who have been outstripped in the race. And yet it does not follow that merely because a company has feared to play with fate it can be charged with failure; a large business means great responsibilities. We are accustomed to look to the premiums to take care of financial requirements, and to regard the surplus as an emergency fund. There can be no doubt of the soundness of this view, but in the past there has always been a time in the history of every company writing large lines, when disaster could readily overtake it if such incidents as the San Francisco and Baltimore fires had happened before a long enough period had passed during which their surpluses could be built up. The small-line companies have followed an even gait, paid their regular dividends and have grown, slowly, but have rarely been in a situation of danger.

It is true that most of the companies that have retired have been small carriers, but they were also small in size. Like the human who has trouble in passing the teething stage, and later, when still small, is picked upon by larger humans, has his hair cut at home and wears his seniors' outgrown or cast-off clothes, the young insurance company has a hard time of it. They, too, must exist on left-overs until they grow up to a size where they can demand recognition as a matter of right. But by that time a company will have reached a stage where not only will its own lines be increased, but it will be able to offer inducements for a treaty. And now we come to a peculiar phase of our business.

Treaty companies came into existence as a means of regulating, through re-insurance, excess lines. Naturally, most of the business so secured is on targets, special hazards and in congested districts, with comparatively few preferred risks, because of the low rate of commission allowed. It would be supposed then that companies doing a re-insurance business solely would be peculiarly susceptible in case of large conflagrations; but examining such figures as are at our disposal, what do we find? From the published charts showing the standing of the various insurance companies doing business in the United States, we find that in 1903 five confined themselves solely to re-insurance. These five companies during a period of ten years, from 1903 to 1912, inclusive, made memorable by the

Baltimore and San Francisco conflagrations, remitted to their head offices the sum of \$7,080,000, receiving in return \$1,770,000, at the same time increasing their assets from \$6,990,000 to \$13,800,000. These figures show a gain of \$6,810,000 in assets, and a profit of \$5,310,000 on a premium income of \$90,220,000, to which must be added interest earnings of \$3,500,000. During the last five years eight treaties in a normal time received \$280,000, remitted \$7,310,000 and increased their assets \$6,400,000 on a premium income of \$83,900,000, and interest earnings of \$3,400,000. If these figures accurately reflect the transactions of these companies, the conflagration hazard (whose ghost alarmed us all in 1907, but whose ghost has apparently been laid, if the extraordinary increase in underwriters' agencies means anything) can be taken care of, though all spendthrift companies can not telegraph home for money as these foreign re-insurers can do.

These figures would seem not to have a direct bearing on any theory of lines, but they have, and a very important one at that. The primary object of the management of an insurance company is to write all the business they can get and carry with safety and with profit, and here these re-insurers are taking a lot of premiums which could be turned to advantage. It is true that the treaty companies do their business at a low expense ratio, but, even so, they are not in as advantageous position as the direct company. All cessions to a treaty are portions of policies, which, if retained in full, would have no charges against them but commission, taxes and expenses of a similar character, all of which the treaty must pay, and to which must be added an over-riding commission, clerk hire and expenses.

From what we have before us, it would seem that large lines have a direct bearing, not only upon the expense ratio, but upon the loss ratio as well, but they must be approached with caution and due regard paid to individual circumstances. We must further recognize the fact that almost no company is in position to accept or reject business at will, but must make the most of what the agents choose to send. Nevertheless, it is possible to make up a set of rules which would seem to get the best out of opportunities.

The first thing to bear in mind is that whatever lines may be adopted, the aim must be to secure the greatest amount of premiums with the least hazard from collective liability.

Lines must be consistent, and based more upon loss payments than upon the amounts carried. Premium income should be the controlling feature here.

Lines should be increased through the medium of a treaty. By so doing there can be undertaken a process of doubling up, and once a representative business has been given the treaty, the profitable classes can be picked out and uniform increases made in the line sheet by retaining more on risks in these classes. Undoubtedly this is the safest plan to follow, for a company can at once secure increases without waiting for agents to catch up with the advanced figures, which would otherwise be necessary.

It may not be out of place to offer some comments upon the relative values of the two plans whereby additional liability is assumed by some companies; the excess amount and the underwriter's agency. Rather than pay premiums to a treaty, some companies retain the liability for themselves, keeping a record of the premiums and losses thereunder in an "excess account." The underwriter's agency may be considered a sufficiently familiar institution, with prospects of greater familiarity as each month passes, so description would hardly be worth while. Without having access to figures bearing upon the subject, the conclusion would be that the liability ceded to an excess is more susceptible to regulation than that taken in by an underwriter's agency, with the expense account in favor of the excess, the difference being all of 15 per cent of the premium income. It must also be considered that on this Coast the loss ratio to the treaties has been less than that of the direct companies. What relative conflagration liability may have to be undertaken under the different plans I do not know, but it is certain that the "underwriter" will get a full assortment of targets, paying the full price therefor, as well as for whatever preferred business it may get.

Insurance to value must always be a factor in regulating lines, or many times all calculations will be upset, especially if probable loss claims are to govern the making of lines.

Above all things uniformity and consistency must rule and not be sacrificed to expediency. So strongly do these important qualities appeal, that, like Mr. Addison in his "Spectator," a vision has come to me, which may be of interest to you.

Passing one Saturday afternoon through the financial district of one of our great cities, I chanced upon a large, well-appointed office, and being interested in the institutions of my country, I thought to satisfy my curiosity by entering the office to enquire the nature of the business transacted therein. To my surprise the place was deserted, though it was not quite 1:00 o'clock, and, furthermore, an appearance of disorder indicated that the occupants had left in great haste, as though frightened away by impending disaster. With wonderment I wandered by the various desks, hoping to find the cause of the condition I had met, but could find nothing on the desks but golf scores, baseball records and matinee programs. It came to me later in my wanderings that I was in a fire insurance office, which must recently have been a scene of great activity, except in one corner, where an apparent quiet was restful to my senses. Here I found many books containing many figures, one of them marked "Classifications." I made bold to touch, and was immediately seized with a drowsiness I could not withstand, but fell into a profound slumber, during which my ideas took form and passed before me.

There seemed to be a man named Fire Insurance, who wore rose-colored spectacles, and who dwelt in a fair mansion with his daughters reviewing before me the growth to maturity of this ill-assorted family. Expediency, from an unassuming, comely maid, had grown into an over-fed, over-dressed, bustling person, whose activity seemed to bring her into every one's way, and whose principal business was to interfere with good intentions wherever she found them. Consistency, on the other hand,

had faded away, as a neglected child will, for the father had been partial and had given food which should have gone to Consistency, to her sister. The singular part of his partiality was the way he attempted to delude himself. Dimly seen through his rosy spectacles Expediency did not seem the rake she was, yet he knew that she was not considered quite respectable, and while lavishing upon her all of his attention, endeavored to present the useful and correct Consistency as his only daughter. But in spite of his efforts the guests that came to his house were mostly of Expediency's choosing, and a motley, profitless company they seemed to be. This condition did not long continue. Faint rumblings heard in the distance grew disconcertingly loud, and resolved themselves into thunderous knockings at the door, frightening the spectacles from the father's nose, so that his daughters were known to him in their true forms before opening. Consistency was dutifully present for any emergency, but Expediency was shown to be more false than she was fair; her beautiful figure was padded, neither her hair nor teeth were her own, and her complexion most unskillfully made up. The poor father, when he had recovered from the shock, attempted to hold his door closed, but was unequal to the task. Capitulating with his most ingratiating manner, he opened the door to a company of spectres of most horrid aspect: Here a creature with a siren voice and weak legs, luring off many serviceable friends; there a huge form brandishing a big club; and other creatures there were, all making a great din, above which could be heard the clank of waiting fetters, while in the distance could be seen, running as if for his life, a man with his arms full of money-bags. Terrified beyond measure, the father hardly knew which way to turn, but dispatched Consistency after the money-bags, to secure help, if possible, then turned to Expediency exclaiming, "If you have ever had anything to you, put it to use now or we are lost."

What came of the old man's perplexities I know not, for just then the janitor of the office woke me up and routed me out, wondering why I had chosen so dusty a corner to sleep in. "But I don't know," said he, "the boys get there only once a year, and the boss don't get there at all, so I guess you did pick a good place all right. Say, but the chaps that work on them statistics books don't know much about what's in 'em."

EXPOSITION, 1915

We are on the eve of the greatest Exposition the world has ever seen. All eyes are upon the Pacific Coast and upon San Francisco in particular. We have our part to perform in this gigantic undertaking to make it a success. There is to be an insurance congress, and representatives from all over the world will be here. We must do our share of the entertaining. Every insurance man in San Francisco will be in the "limelight," and we should show the world that we are alive in every sense of the word. It will be necessary to raise money to properly carry on this work and arrangements should be made at once to secure it. I would suggest that a committee be appointed for this purpose that we may make our part of the Exposition a success —T. H. Williams.

MOTOR-BOAT ADJUSTMENTS WHERE FIRE AND MARINE POLICIES CONTRIBUTE

By J. Hunter Harrison, Read at the 38th Annual Meeting of the Fire Underwriters Association of the Pacific

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An article on motor boat losses, where fire and marine policies contribute, is necessarily limited to losses caused by "fire," and is further limited by the fact that fully 90 per cent of losses on gasoline boats caused by fire are total losses; therefore, the subsequent proceedings on but a small proportion of the losses are either interesting or involved.

The initial cause of more than 75 per cent of these fire losses is from the back-firing of the engine, which drives a flame out of the engine by way of the carburetor and sets fire to the gasoline in the bottom of that device, or fires the gas in the atmosphere at the base of the engine. The final cause is fear of an explosion on the part of the master and crew, causing them to desert the ship, leaving the fire fiend in supreme command.

When gasoline engines reach a higher state of perfection and the back-firing habit is eliminated, one cause of so many losses will be removed. The Diesel engine is a step in the right direction, and other manufacturers are overcoming, to some extent, the serious results of back-firing by using closed bases for their engines and by using carburetors constructed with an upright valve between the mixing chambers and pipes leading to the cylinders, which valve, working by suction, closes tight when downward pressure is exerted by back-firing, which also opens a side vent permitting the gas to pass into a curved pipe perforated at its upper end, which is considerably above the base and supposedly above the gas-laden air. When these improvements become more common, and when the master and crew become imbued with more confidence in the engine and its habits and will remain by the ship long enough to make at least one earnest effort to stay the flames, the proportion of total losses will become less. With the advent of a larger proportion of "partial losses" there will arise many perplexing problems incident to adjustments under contracts which are non-concurrent.

THE CONTRACT.—The motor-boat policy (as are all marine policies) is a valued contract, the value of the property to be insured being agreed upon at the time of the issuance of the policy, and the agreed amount made a part of the contract, the assured becoming a co-insurer to the extent of the difference between the amount of the insurance and the agreed value. The policy is also written with an "average" or franchise; in other words, the loss must amount to a certain specified proportion of the agreed value before it becomes a claim under the policy.

The fire policy, as you are well aware, is not a valued contract, the value of the property insured being determined more or less accurately after the loss, and attaches, no matter how small the loss.

ABANDONMENT.—The motor-boat policy permits of abandonment of the property insured to the underwriters if the estimated damage exceeds 50 per cent of the value. The fire policy does not permit of abandonment under any conditions.

CONTRIBUTION.—All fire policies contain the following clause:

"This company shall not be liable for a greater proportion of any loss than the amount insured bears to the entire insurance."

Notwithstanding this clause in the fire policies, some of the marine managers have expressed the opinion that the "fire policy, being specific insurance, should be exhausted before the marine policy contributes." This opinion is undoubtedly only a question of the "wish being father to the thought" and is not based on any tangible or legal reasoning. The two contracts, therefore, contribute to the loss as follows: The marine policy, as the amount of the policy bears to the agreed value, and the fire policy, as the amount of the policy bears to the whole insurance. Providing the loss is of sufficient amount to be in excess of the stipulated average in the marine policy—otherwise the fire policy must pay the entire loss. The marine policy is not "other insurance," unless the loss reaches a figure where it would attach.

APPORTIONMENT.—The fire policy, having paid its proper proportion of the loss, can not be further called upon to meet any deficiency occasioned by the co-insurance feature of the marine policy. The authorities for this statement are—two decisions—one by the Supreme Court of Wisconsin in an action entitled *Stephenson vs. Agricultural*, 116 Wis. 277, 93 N. W. 19, and one by the New York Court of Appeals in an action entitled *Farmers' Feed Company vs. Scottish Union & National*, 173 N. Y. 241, 65 N. L. 1105.

In brief, these cases were to recover under policies not containing a co-insurance clause, the deficiency caused by the failure of the assureds to comply with the terms of the co-insurance clause contained in other policies involved in the same fire. Both decisions were to the effect "that the contribution clause in the policies limited the liability, and that no further liability existed by reason of the assureds' non-compliance with the terms and conditions of a co-insurance clause contained in another set of policies."

VALUES.—The value as expressed in the marine policy can not be taken by the fire adjuster as being the physical value of the boat; this value is, as the policy states, "an agreed value for the purpose of this insurance," and may or may not be a correct valuation. The total amount of insurance under the two contracts might exceed the stipulated value as given in the marine policy, and yet the boat might not be over-insured.

As an example, the gasoline yacht "Osprey," was insured under a motor-boat policy for \$5000 with an agreed valuation of \$10,000, notwithstanding the owner and the company's surveyor stated that the physical value of the boat was \$15,000. Therefore, \$5000 additional fire insurance might have been carried without there having been created

the fire man's "bug-a-boo," a moral hazard. This arbitrary reduction of the value of this boat had the effect, in event of a partial loss, of increasing the recoverable amount by one-third, and is a second-hand method of cutting rates.

METHOD.—The fire companies adjust their losses on an "estimate of the damage sustained." The marine companies adjust theirs when the repairs have actually been made and cost definitely determined, and if the loss be small or there are no conflicting interests the company's surveyor settles the loss without the formality of an adjustment; but if there be general average as well as particular average to be considered, and the liability of various interests to be apportioned, the services of an average adjuster are required.

THE ADJUSTER.—The province of a marine or average adjuster, as he is technically termed, and that of a fire adjuster differ widely. The fire adjuster represents the company only, while the marine adjuster represents both the company and assured, and his functions are expressed very clearly in Rule No. 5 of the Rules of Adjusting Losses, which reads as follows:

"The traditional and necessary attitude of an adjuster is that of a referee and not of an attorney or advocate. It is his duty in all cases to act with strict impartiality between the insurers and insured, regardless of favor toward friend or employer, and intent solely upon the legal and clerical accuracy of his calculations."

PARTIAL LOSSES.—The fire policy is reduced by the amount of the payment in event of a partial loss; the motor-boat policy remains in full force and effect. For this reason the marine companies do not leave the making of repairs to the discretion of the owner, but insist that they be properly done and the boat made perfectly seaworthy before closing the loss and permitting the boat to go to sea.

The different methods of procedure and the different results obtained are very clearly shown in the adjustment of the loss on the gasoline schooner "Rosine." This boat was insured under a motor-boat policy for \$4500, with an agreed valuation of \$8850, and with a 5 per cent average (making it necessary for the loss to amount to \$422.50 before the policy would attach). The boat was also insured under a fire policy for \$3500. She took fire in her forward hold and sustained considerable damage.

The fire adjuster, after obtaining several bids from ship-building concerns, settled the loss, on behalf of the fire company, on a basis of \$573, using the \$4500 policy of the marine company as contributing insurance. The fire company's proportion of the loss was \$250.69, and if the marine company had accepted the adjustment the apportionment would have been as follows:

Fire company	\$250.69
Marine company	291.34
Owner	30.97
	<hr/>
	\$573.00

The marine company did not follow the fire adjustment, but through its surveyor requested the owners to "kindly advise when they were ready to make repairs." The surveyor was advised that "all necessary" repairs had been made, and when the bills were presented it developed that the cost had not exceeded \$225, which, being considerably less than 5 per cent of the agreed value, the policy did not attach. The owners claimed that having sustained a loss, whether they made "temporary or permanent repairs," they were entitled to recover. They were advised that their contention was not based on marine law or marine procedure, that the boat, being in her home port and not in any immediate danger, there was no necessity for temporary repairs, and they had no right to make them, and if the repairs were permanent the cost did not amount to a claim under their contract.

I do not mean to infer that in this particular case the fire adjuster was unduly liberal, for that was not the case; the owners did not repair the boat with "like kind and quantity," but did as the small boy does when washing his face—"gave it a lick and a promise." But, bearing in mind the fact that the marine policy is not contributing insurance until it attaches, you will readily see that the fire adjuster might have been satisfied to accept the highest of the bids in preference to the lowest if that bid was sufficient to make the marine policy contribute and the lowest bid was for such an amount that the marine policy would not attach. The assured, reversing the usual order of things, might have been more than satisfied to accept the lowest bid and thus collect his entire loss from the fire company.

Following this loss a little further, and presuming that the owners had elected to make proper repairs and that they had been made under the careful supervision of the marine surveyor, and that the cost had not amounted to a claim under the marine policy, but was in excess of the amount collected from the fire company, the assured would not have received an equitable adjustment. But having accepted the fire adjuster's figures and his apportionment, and having signed the proofs of loss, he would not be in a position to demand a re-opening of the loss, in fact, would have no recourse.

Fire adjusters sometimes agree with the assured as to the amount of loss under an "adjuster's agreement," leaving the apportionment to be determined later. As this agreement is not subject to change as to the amount of the loss if the actual cost of repairs exceeded the amount specified in the "agreement," the company would have a dissatisfied claimant. Therefore, this method would not be a satisfactory one in adjusting motor-boat losses.

The assured might decline to take up the loss at all with the fire adjuster until repairs were made, and the cost definitely determined, but in doing this he might lose his right under the fire policy.

As the marine adjuster knows little about the fire contract, and the fire adjuster knows but little more regarding the marine contract, if both the fire and marine companies are to continue writing this

class it will be necessary to create a "composite adjuster," in whose hands the interests of all can be safely entrusted.

The loss on the gasoline schooner "Hughes" was adjusted along different lines. The marine company took the initiative and the fire company awaited results. The companies interested received telegraphic advice that the "Hughes" was a total loss, caused by explosion, immediately followed by fire, and had been abandoned at sea. This information was later confirmed by letter in which the owners tendered to the marine company "an abandonment." Meanwhile the marine company had wired Lloyd's surveyor at Prince Rupert, advising him of the reported loss and requesting him to salve the boat, if it were possible. In due time he reported that he had found the boat beached on Stephens Island and had towed her into Prince Rupert, and that in his opinion the cost of repairs would not exceed \$2300, which, being less than 50 per cent of the value, the marine company was in position to decline the offer of abandonment, which was done, and the owners were instructed to make arrangements to make repairs. After careful consideration of the cost of repairs at Prince Rupert or Ketchikan it was decided, for the best interests of all concerned, to tow the boat to Vancouver.

When the boat was safely docked at Vancouver the fire company, through their adjuster, took cognizance of the loss. The marine surveyor, after a very thorough survey, concluded that the damage was of such an amount that if the owners again tendered abandonment the company would be compelled to accept, so he suggested to the fire adjuster that if the loss could be compromised on the basis of \$4000 it would be the wisest course to pursue. The fire adjuster agreed with him and the owners accepted the offer. To this amount was added \$632.86, the cost of salving the boat and towing her to Prince Rupert, thence to Vancouver, making a total loss of \$4632.86 to be apportioned. The fire adjuster took the stand that under the fire policy there existed no liability for this expense and declined to contribute. Under the "sue and labor" clause of the motor-boat policy the marine company's liability for its proportion was established.

As the question of the fire policy's contributing was one entirely between the assured and the fire company (the marine company's contribution not being in any way affected), the assured, being desirous of closing the loss, did not press the point. But, considering it would have been impossible to have reached an equitable adjustment where the boat lay, and that the boat would undoubtedly have been a total loss if she had been allowed to remain there, and that also if the cost of repairs at Prince Rupert had been taken as "the measure of damage," the loss to all the companies would have been far greater than at Vancouver, it would seem that more exact justice would have been done if the fire companies had contributed their share of the expenses incurred in reducing the amount of their loss, but they did not, and the following is a copy of the apportionment sheet:

GASOLINE SCHOONER "HUGHES"

Marine company	\$4500.00.....	Value.....	\$8850.00
Fire companies	3500.00		
Loss as compromised.....			\$4000.00
Salving expense and towing			632.86
			<hr/>
			\$4632.86

APPORTIONMENT

Marine	\$2355.70
Fire companies	1750.00
Owners	527.16
	<hr/>
	\$4632.86

If the owners had declined the compromise offer it would have been necessary for the fire companies to have reached a settlement independent of the marine company. The marine company would have paid a total loss under their policy and in addition their proportion of the expense before mentioned. The boat would have then been sold at public auction to the highest bidder and the amount obtained divided proportionately between the owners and the company.

The fire companies writing gasoline boats have, without exception, lost money. One company, in an effort to reduce its losses, placed a warranty on their policy that their liability was limited to the amount their policy bore to the agreed value as expressed in any marine policy covering the same property, but as this did not materially alter results the company ceased writing the class.

The marine companies have made some money simply because they obtain a rate for other hazards than that of the fire hazard, and their experience with the other hazards has been favorable enough to a little more than offset the fire losses. It would, therefore, appear to be wisdom on the part of the fire companies to remain ashore where they belong and leave the "things that float" to the marine companies.

Wall Street Journal says insurance companies were most heavily hit by the depreciation in New England transportation securities. These companies owned both stocks and bonds. One company lost \$478,874 or 31 percent of its investments in New England rail stocks, 1913. Its losses in the bonds were 7 percent.

Life Insurance Raised for Soldiers Who Leave Country

New York, April 24.—Life insurance companies, with headquarters in New York, today began to take cognizance of the hostilities in Mexico by issuing war policies for the benefit of those about to leave to engage in naval and militia service in Mexico. One of the largest companies issued instructions to the agents that the limit of insurance to be accepted on members of, or those intending to join, the State militia, naval guard, or naval reserve of the United States, was \$2,000, without disability benefits.

The company also declared that during the first year of such policies if the insured should die while engaged outside the United States in naval or military service or in consequence of such service, the amount due under the policy should be only one-tenth of its face value. This restriction may be waived, however, if the insured before leaving the country pays an extra cash premium

equal to 5 percent of the face value of the policy.

California leads in automobiles per 1000 capita.

The remains of C. W. Hawxhurst were cremated. The funeral was in Oakland, Cal. Latest information indicates the death was an accident. The coroner's jury says Mr. H. came to his death from a wound self inflicted. He was not left-handed, and the bullet pierced his left temple. The cause of the shooting may never be known. The deceased was not financially embarrassed and he had a strong hold on his place as special agent.

An insurance agent having authority to solicit insurance, settle the terms of insurance, and to issue and renew policies, has authority to make a preliminary parol contract to issue or renew a policy about to expire. — Fireman's Fund Ins. Co. of San Francisco, Cal. v. Searcy, 163 S. W. 1103.

"Hitch Your Wagon to a Star"



Translated from Emerson to insurance language
means, tie up with

A Prosperous and Progressive Company

Organized 1868

Year	New Life Insurance	Total Life Insurance	Accident Premium Collections	Cash Income	Admitted Assets	Actual to Expected Mortality	Average Interest Earned
1908—	\$17,820,609	\$100,593,679	\$ 835,181	\$5,633,124	\$16,100,073	58.96 %	5.16 %
1909—	18,232,323	107,245,105	1,007,370	6,164,528	18,429,204	53.50 "	5.24 "
1910—	17,986,641	113,882,634	1,276,820	6,750,765	20,765,188	63.90 "	5.65 "
1911—	19,702,114	122,514,447	1,515,622	7,445,494	23,363,286	56.85 "	5.81 "
1912—	22,378,787	133,309,014	1,739,392	8,199,096	26,243,005	62.28 "	6.05 "
1913—	24,088,667	145,040,193	1,944,836	9,079,865	29,338,151	66.47 "	6.15 "

HOME OFFICE, LOS ANGELES, CALIFORNIA

Queen

Insurance Company
Of America, N. Y.

NET ASSETS, (JAN. 1, 1914) . \$9,980,013.15

NET SURPLUS, " . 3,961,146.00

E. F. BEDDALL

President

N. S. BARTOW

Secretary

GEO. W. BURCHELL

Vice-President

Gross Assets ^{JAN. 1} 1913 \$104,642,884

Exclusively Fire Assets 46,944,394

Net Surplus - - 17,684,610

Losses Paid - - 247,700,319

Transacts Largest FIRE Insurance Business of any Company in the World

GEO. CHAPPELL, Manager

J. J. ATKINSON, Sub-Manager

LIVERPOOL, ENGLAND



DEPARTMENT OFFICES: Boston, New York, Chicago, Atlanta
San Francisco, Montreal.  Agencies in all principal Cities and Towns

ROLLA V. WATT, Pacific Coast Manager

JOHN T. FOGARTY, Assistant Manager

FREDERICK B. KELLAM, Branch Secretary

ROYAL INSURANCE BUILDING, SAN FRANCISCO

SPECIAL AGENTS: Frank M. Gilcrest, H. R. Burke, J. K. Urmston
J. B. Walden, D. L. Stewart, C. D. Gabrielson, E. P. Eldred,
J. H. Banks, F. J. Perry, J. T. O'Brien, R. S. Folger, Matt B.
Evans, C. A. Luhrs (automobile).

Problems Confronting the Local Fire Agent

There are many problems confronting the local agent who hopes to continue a factor in conducting the business of fire insurance. In these days we see the tendency to reduce the operating expenses of the companies transacting the various lines of business, which makes a hole in the income of the agent; then we see departing from local offices all over the country great lines of insurance through the channel of the large brokerage offices which maintain corps of experts thoroughly trained, who inspect the enterprises comprising the line, prepare and submit to the assured plans for safeguarding their plants from the hazard of fire, and in consequence secure for them a more favorable rate. Again we see the tendency to write large lines in one company, through the medium of reinsurance contracts and treaties, a practice making great inroads on the number of agents required to handle the business in the field. It is high time

that the local agent take a glance at the handwriting on the wall, a look into the future, and begin a period of conservation, reconstructing the bridges torn down in their scramble after butterflies, with the realization that their vocation is only made possible by the existence of institutions of which they are the representatives. With these advanced times we see a new type of agent, who migrates beyond the sign which indicates he is in the insurance business, who recognizes that he owes a service to the buyers of insurance indemnity with whom he does business beyond collecting the premiums, and an equally loyal service to the companies backing the indemnity he sells, and whose supplies he is privileged to have in his office. Service is going to be a most decided factor in maintaining a standing among insurance agencies in the future.—Insurance World.

The dominant race is always best fed and best clad.

Fire and Automobile Insurance

American of Newark

Chartered in 1846

Capital Stock	- - -	\$1,000,000.00
Liabilities	- - -	5,452,043.92
Special Reserve Fund	-	300,000.00
Net Surplus	- - -	3,252,859.29
Total Assets	- - -	\$10,004,903.21

P. L. HOADLEY, Pres't.

F. HOADLEY, Sec'y.

Pacific Branch Office, San Francisco, California

GEORGE O. HOADLEY, Manager

Thos. H. Williams, Asst. Mgr.



Main Offices
56 Cedar Street

ORGANIZED
APRIL 13th, 1853

THE HOME Insurance Company NEW YORK

**ELBRIDGE G. SNOW,
President**

The completion of SIXTY YEARS finds THE HOME in the premier position among the Insurance Companies of the world not only in respect of FIRE ASSETS and SURPLUS to POLICY-HOLDERS—but with an unexcelled record for fair dealing in every emergency as well as in ordinary routine—with an unsurpassed equipment, and with the ability as well as the readiness to serve the public, its agents and brokers.

Fire Automobile Marine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	56,579,048
Total Liabilities, including re-insurance reserve	46,019,127
Cash Surplus to Policyholders	10,559,921
Total Amount of Claims Paid	175,573,348

Assets in United States Held by Trustees, \$7,643,751

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE

558 Sacramento St.

San Francisco

E. T. NIEBLING, Manager

R. C. MEDCRAFT, Assistant Manager

Kentucky

The legislative mutts who constantly interfere with the orderly and reasonable process of business are much in evidence in Kentucky, where they have enacted into a law a product of their ignorance and prejudice, under which it is impossible for the fire insurance companies to do business. The business interests are suffering miserably because of the meddling of the politicians. Loans are being called, mortgages are being foreclosed, great stocks and factories are exposed to reinsured losses by fire because the new laws make it impossible for the underwriters to do business in the state. All solvent companies have ceased writing in the whiskey-made-in Peoria state.

The state officials now agree not to enforce the absurd law if the companies will agree to still further reduce the unprofitable rates in dwellings

whence come the votes. The representatives of the underwriters can not agree to this, but they do agree to resume writing if the law be not enforced and the state rating bureau agree to approve all rates allowing a 5 percent profit. If in five years a greater profit be shown, the underwriters agree to reduce rates accordingly.

Has the old Insurance Monitor wakened from its Rip Van Winkle sleep—or is the blue pencil mislaid?

Best Writers on Trade

It is very observable that Hume and Adam Smith, who made such immense additions to our knowledge of the principles of trade, had no practical acquaintance with it.—Buckle.

Every evil spirit is waiting and watching for him who takes things for granted.

The Pioneer German Fire Insurance Company in America



Hamburg-Bremen
Fire Insurance Company

HAMBURG, GERMANY

Organized in 1854

Entered United States in 1858

Total Losses Paid in the United States, \$27,000,000.00

United States Branch :

123 William Street, - - NEW YORK
H. N. KELSEY, Manager

Western Department :

Insurance Exchange, - - CHICAGO, ILL.
CONRAD WITKOWSKY, General Agent

Pacific Department :

340 California Street, - - SAN FRANCISCO, CAL.
MACDONALD & MILES, General Agents

AGENTS WANTED IN UNREPRESENTED POINTS

CONNETICUT MUTUAL LIFE INSURANCE COMPANY

President JOHN M. TAYLOR, Hartford, Conn.

Insurance in force, 91663 Policies for - \$218,304,660

WHAT NO OTHER COMPANY HAS DONE

To repay to its Policyholders in Death Claims, Endowments, Dividends, Surrender Values, Annuities and other credits more than they have paid to it in premiums. It stands alone in that result.

Total Premiums received, Dec. 1, 1846, to Dec. 31, 1913	- - - -	\$287,442,080.61
Total returned to Policyholders, as above noted, in same period	- - - -	296,862,956.74
Excess of amount returned	- - - -	9,420,876.13

PACIFIC COAST DEPARTMENT

WILLIAMSBURGH CITY FIRE INS. CO.

Organized 1853

NEW BRUNSWICK FIRE INSURANCE CO.

Organized 1826

MERCHANTS FIRE ASSURANCE CORPORA'N

Organized 1910

NORTH RIVER INSURANCE CO.

Organized 1822

UNITED STATES FIRE INSURANCE COMPANY

Organized 1824

WM. W. ALVERSON, Manager

374 Pine Street, - - San Francisco, California

FIRE and AUTOMOBILE INSURANCE

AMPLE FACILITIES for Handling Large Lines. AGENTS WANTED in California, Oregon, Washington, Idaho, Montana, Arizona

Agents Do Well who Represent the
SAN FRANCISCO LIFE INSURANCE COMPANY

**Experienced Life Insurance Men
 and Successful Business Men Direct its Affairs**

Business and Resources are Increasing. Interest Earnings are
 6.30 per cent. Low Mortality Experience Shows
 Good Class of Policyholders.

Home Office: 57 POST ST. San Francisco, Cal.

GERMANIA

**FIRE INSURANCE COMPANY,
 NEW YORK.**

ORGANIZED 1859.

Statement, January 1, 1914.

Cash Capital, - - -	\$1,000,000 00
Assets, - - - - -	7,260,197 27
Net Surplus, - - -	2,596,266 99
Surplus for Policyholders	3,596,266 99

HEAD OFFICE

Cor. William and Cedar Sts.

FIRE

A. C. Thornton is suing F. W. Dickson at San Francisco for premiums due and unpaid.

At Chicago, Affeld & Tonk succeed Witkowsky & Affeld.

Bisbee, Ari., 23.—Johnson's Addition destroyed by fire to-day.

The man who always knows WHERE THE BOSS IS, seldom has time to know much of anything else.

CASUALTY

Edmond F. Green, the ousted president of the Pacific Coast Casualty, who has been in Vancouver trying to organize a company, slid back from Boston this week and called on Dist. Attorney Fickert. There is no grand jury to indict just now, but one may be impaneled soon. Green admits the charges generally but says he used the company's money to buy Frank's stock—some \$22,205. He denies he failed to make returns on all the ten railroad bonds sold.

LIFE

The Connecticut Mutual Life will write term insurance at various ages and of various kinds from \$10,000 to \$60,000, including existing policies.

The Badger is a lion, on land or sea. See?

The U. S. S. C. decision approving rateing by the state is a long stride nearer state insurance.

The news from Colorado is much like the news from Mexico. The walking delegate should wear a sombrero and a dagger.

Caledonian Insurance Company, of Scotland

FOUNDED 1805

"THE OLDEST SCOTTISH INSURANCE OFFICE."

UNITED STATES HEAD OFFICE: Caledonian Building, 50-52 Pine St., New York
CHAS. H. POST, U. S. Mgr. R. C. CHRISTOPHER, Asst. U. S. Mgr.

CALEDONIAN AMERICAN Insurance Company THE SCOTCH UNDERWRITERS

PACIFIC COAST DEPARTMENT: San Francisco, Cal., 430 California Street
A. C. OLDS, Manager Balfour, Guthrie & Co., Directors

FIELD REPRESENTATIVES:

CHAS. A. COLVIN, Supt. of Agencies, Portland, Or. WARREN CAMPBELL, Special Agt, Los Angeles
ED. E. PANABAKER, Special Agt, Sacramento, Cal. PAUL ST. JOHN, Special Agent, San Francisco

Pacific Surety Company

OF SAN FRANCISCO, CALIFORNIA

Accident and Health
Plate Glass

Employers' Liability
Workmen's Compensation

INSURANCE THAT INSURES

C. H. CRAWFORD,
PRESIDENT

ESTABLISHED
1885

THE LONDON ASSURANCE CORPORATION
OF LONDON

Cash Assets. . . . \$24,899,825.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS — C. W. ROHRER, Los Angeles, Cal.; ROD E. SMITH, Portland, Oregon;
T. S. HEATH, Denver; J. E. JOHNSON, Spokane; P. R. WEINMANN, B. L. PENFIELD, San Francisco.
PERCY J. PERRY, Seattle.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. HACKETT, Supt. of Agents

Pacific Branch—Southeast corner Sansome and Pine Sts., San Francisco

The founder of the Hawkeye Ins. Co., B. F. Allen, died last week in Los Angeles, aged 83. He has been a fruit grower for many years. Once he had great wealth but lost it in banking.

Where a guaranty company issued a bond to secure an employer against defalcations by his employee, and renewed the bond

for several years, the bond and each renewal constituted different liabilities, rendering the insurer liable up to the limit fixed by the bond for the employee's defalcation each year.—Alex. Campbell Milk Co. v. United States Fidelity & Guaranty Co., 146 N. Y. S. 92.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . . \$25,000,000.00

ASSETS IN UNITED STATES, \$2,826,707.00

Office : **430** California Street, San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

GENERAL

Henry Bacon, one of the leading architects of New York, is now on his way to San Francisco to superintend the finishing of the great Court of the Four Seasons, which will be the first of the five courts to be completed.

The Panama-Pacific International Exposition from Sept. 20 to 25, 1915, will be the meeting place of the largest body of distinguished engineers ever assembled in one place and Colonel George W. Goethals will preside over

the first international engineering congress. As Colonel Goethals will be the hero of the achievement which the exposition is to commemorate this meeting will be one of the most important of the probable 500 that will be held in San Francisco in the time of the exposition.

Missouri loss ratio for the principal companies exceeded 73 percent. The Home leads in premiums. Losses generally were high for all companies. Practically all companies lost money. This was expected.

ONE HUNDRED AND FOUR YEARS OLD

NORTH BRITISH AND MERCANTILE INSURANCE COMPANY

Of London and Edinburgh

Pacific Department of the United States Branch, 76 William St., New York City

ASSETS OF THE UNITED STATES BRANCH
(which are but a small part of total fire assets of the Co.)

\$9,139,794.00

E. G. RICHARDS, Manager

W. S. BERDAN, General Agent, Pacific Dept.

GEORGE M. WARD, Resident Secretary, Local Dept.

234 Pine Street, San Francisco, California

Field Representatives

E. J. YOUNG, 201 American Bank Building, Seattle, Washington—WESTERN WASHINGTON OREGON, MONTANA.

P. W. GEDNEY, 504 Empire State Bldg., Spokane, Washington—EASTERN OREGON, EASTERN WASHINGTON, IDAHO, MONTANA.

E. C. WILLEY, 1645 Tremont Street, Denver, Colorado—COLORADO, NEW MEXICO, UTAH WYOMING.

CHAS HARRIS, 515 Title Insurance Building, Los Angeles, California—SOUTHERN CALIFORNIA, and ARIZONA.

G. W. DEARBORN, 234 Pine Street, San Francisco—CENTRAL CALIFORNIA.

F. J. SCHOENEMAN, 234 Pine St., San Francisco, California—NORTHERN CALIFORNIA, NEVADA.

H. E. SMITH, 224 Henry Bldg., Portland, Ore.—OREGON.

C. F. MILLIMAN, General Inspector, Improved Risk Department, 234 Pine Street, SAN FRANCISCO, CALIFORNIA.

AGENTS WANTED

Every Company that advertises wants Permanent Agents. Have you any business? Are you about to change companies? Are you newly engaged in Insurance? Do you intend to go into the business?

THEN

Hustle! Get busy! Write to our Advertisers. Don't be verbose nor uncertain. Don't write from Los Angeles or Portland or Seattle and ask some big company, Are you represented here? Of course the company is represented there. Probably it is represented everywhere. But it may be contemplating a change, or its present agent may be flirting with the special of another company.

It Will Do No Harm

to get on the waiting list. It is legitimate for you to write modestly, "Consider me an applicant if you want another agent here." "I control \$—— in premiums." "My business is chiefly ——." "I want a company, and if you are unrepresented in this town or contemplate a change of representation let me submit particulars to you."

If you can write some life or accident business on the side or exclusively, the live companies which advertise are

Looking For You

They will give you the glad hand and the warm eye They will pay you a handsome commission, too.

Scottish Union and National

**Insurance Company
Of Great Britain.**

Organized 1824,

North American Branch:

Hartford, Conn.

**JAMES H. BREWSTER
MANAGER.**

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.

JOHN M. HOPKINS, State Agent,
JOHN L. REAMS, Special Agent,
706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

H. C. EDMUNDSON, Realty Building,
Spokane, Wash.,
Montana and Idaho

H. W. FORES, San Francisco, Cal.,
General Agent, California, Nevada, Arizona.

**SAN FRANCISCO OFFICE:
409 California Street**

FIRE

The allowed claims of the Ohio German Fire exceed 8,000. The corpse still stinks.

Mobs have burned the American Grocery Co. store in Mexico City.

GENERAL

What is the matter with the San Diego fair press bureau?

The United Firemen's of Philadelphia had a loss and expense total of 110 percent of the premiums last year. Net surplus is now \$141,681, a decline of \$43,000. Eight per

cent dividends were paid. This old company deserves a better fate.

The hotel was insured in nearly forty companies. It burned accidentally. Liability was denied on the ground that the moral hazard had been increased by a conspiracy to defraud the insurers. The New York court of appeals has ruled that as the hotel burned accidentally before the conspirators had opportunity to burn it, the policies were not voided.

Indianapolis.—The American Central Life will hold its agency convention in San Francisco in 1915.

GOOD AGENTS WANTED**THE****West Coast Life Insurance Co.**

Home Office: West Coast Life Building, Northwest Corner
Pine and Leidesdorff Streets, San Francisco

**ORIGINAL AND ATTRACTIVE
ORDINARY AND INDUSTRIAL**

Policies Which Meet With Instant Favor

**OFFICERS—THOS. L. MILLER, President
C. O. G. MILLER, Vice-President
JULIAN SONNTAG, second Vice-President
WILLIAM C. HAMMOND, Secretary**

Health and Accident Insurance

KIMBALL C. ATWOOD, President

WILFRID C. POTTER, Secretary

*The Preferred
Accident Insurance Co.*
OF NEW YORK.

Assets, January 1, 1914	\$2,981,585 43
Surplus and Reserve (including Capital) for the Protection of Policyholders	2,608,958 71
Claims Paid, Over	9,000,000 00
Voluntary Reserve for Contingencies	100,000 00

HEALTH AND ACCIDENT POLICIES

The Best Insurance for Business and Professional Men

The Easiest Insurance for Agents to sell

Liberal Commissions and Renewal Contracts to Good Men

GEO. C. FARRELL, Manager Pacific Coast Dept.

456-457-458 Mills Building, San Francisco

American Central INSURANCE COMPANY

of St. Louis

Established 1853

Assets, \$5,549,279

Surplus to Policyholders, \$2,410,275

Losses Paid, \$26,531,745

St. Paul F. & M. INSURANCE COMPANY

of St. Paul, Minn.

Established 1865

Assets, \$8,785,319

Surplus to Policyholders, \$3,351,370

Losses Paid, \$44,006,102

LLOYDS PLATE GLASS INSURANCE COMPANY, NEW YORK

Mercantile F. & M. UNDERWRITERS

of St. Louis

Minnesota UNDERWRITERS

of St. Paul

Assets, \$5,549,279

Assets, \$8,785,319

Surplus to Policyholders, 2,410,275

Surplus to Policyholders, 3,351,370

TERRITORY—California, Oregon, Washington, Idaho, Montana, Utah, Nevada and Arizona

CHRISTENSEN & GOODWIN, Managers

Pacific Department:—235 to 241 SANSOME STREET, SAN FRANCISCO.

Fire Association

Organized 1817

Of PHILADELPHIA

Began on Coast 1873

Paid \$1,835,930 San Francisco Conflagration Losses

Cash Capital, - \$ 750,000.00
Net Surplus, - 2,558,864.84Cash Assets, - \$9,154,808.16
Policyholders Surplus, 3,308,864.84

PHILADELPHIA UNDERWRITERS

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets, - \$26,907,330.00

Surplus to Policyholders, - \$12,185,135.00

Net Losses Paid in San Francisco in 1906, - - \$5,064,178.03

FRANK M. AVERY, Manager California, Arizona and Nevada

Special Agents: T. F. O'GRADY, San Francisco; GEO. F. STANIFORD, Los Angeles

315 California Street, - - - San Francisco

Coast Review 1913

INDEX

Copies can be had by addressing the publisher
1103 Merchants Exchange Bldg.,
San Francisco

Ruling in Auto Damage Case

Syracuse, N. Y., April 24. — A jury in the United States Court decided today in effect that the occupant of an automobile who is injured by the breaking of a certain part of the car,

can recover damages from the company which assembled and sold the automobile rather than from the manufacturer of the part that broke. It was a test case and the outcome was awaited by automobile makers throughout the country.

Vancouver, B. C., April 18. — Fire today destroyed the sawmill of the Alberta Lumber Co. on False Creek. Loss \$120,000.

American fire loss ratio for 1913 over 56 percent.

CONNECTICUT

Fire Insurance Co. of Hartford

Established 1850

SIXTY-FOURTH ANNUAL STATEMENT

CAPITAL STOCK,	\$1,000,000
SURPLUS TO POLICYHOLDERS,	2,316,311
TOTAL CASH ASSETS,	6,761,549

BENJAMIN J. SMITH

Manager Pacific Department

433 California Street - - - San Francisco

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by
the State of Massachusetts

Incorporated 1849

Total Assets	\$ 10,943,902 88
Total Liabilities	8,612,529 02
Net Surplus	2,331,373 86

SURPLUS TO POLICYHOLDERS, \$4,331,373.86

NEWARK

Fire Ins. Co.

of Newark, N. J.

Oldest Fire Insurance Company Chartered by
the State of New Jersey

Incorporated 1811

Total Assets	\$ 2,009,892 77
Total Liabilities	1,401,859 21
Net Surplus	608,036 56

SURPLUS TO POLICYHOLDERS, \$1,108,033.56

OFFICE: KOHL BUILDING,

Corner California and Montgomery Streets, San Francisco

GEORGE W. DORNIN, Manager JOHN C. DORNIN, Asst. Manager

SUPERINTENDENTS OF AGENCIES

J. F. R. WEBBER GEO. C. CODDING L. B. ROGERS J. E. CRANDALL C. H. ANDERSON
FRANK H. YOUNG H. K. NOURSE

A proposed constitutional amendment in Wisconsin permits the states to engage in any kind of insurance that will give office holders a good job.

THE FIDELITY & CASUALTY CO. OF NEW YORK

92 Liberty Street, New York, N. Y.

ANNUAL STATEMENT, DECEMBER 31, 1913

Assets	\$11,063,356 70
Liabilities	8,055,163 65
Capital	1,000,000 00
Surplus over all liabilities	2,008,193 05
Losses Paid to December 31, 1913	44,841,703 50

This company issues contracts as follows :

Fidelity Bonds; Surety Bonds; Accident, Health, and Disability Insurance; Burglary, Larceny, and Theft Insurance; Plate Glass Insurance; Liability Insurance; Employers, Public, Teams (Personal Injury and Property Damage), Automobile (Personal Injury, Property Damage and Collision), Physicians, Druggists, Owners and Landlords, Elevator, Workmen's Compensation; Steam-Boiler Insurance, Fly-Wheel Insurance.

Pacific Coast Department: { California—CHAS. J. BOSWORTH, General Agent, Merchants Exchange
San Francisco. Washington and Oregon—SEELEY & CO., 111 S. 10th
St., Tacoma; Coleman Bldg, Seattle; Board of Trade Bldg, Portland.



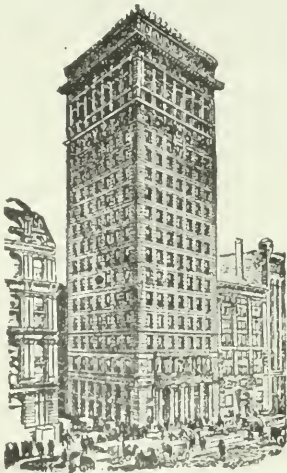
Over \$481,000,000

new business paid for in 1913. Faith kept with policyholders made possible this wonderful achievement.

AGENTS WANTED

THE PRUDENTIAL INSURANCE CO. OF AMERICA

FORREST F. DRYDEN, President. Home Office, NEWARK, N. J.
Incorporated as a Stock Company by the state of New Jersey.



Prevent Losses through dishonesty. Our special short form Insurance

Bond guarantees absolute protection.

American Surety Company OF NEW YORK
The Largest Surety Company in the World

RUDOLPH SPRECKELS, RESIDENT VICE-PRES.
JAMES K. LYNCH, RESIDENT VICE-PRES.
CHARLES A. SHURTLEFF, Counsel

R. D. WELDON, Manager, Pacific Coast District
Brewster Cameron, Jr., Acting Mgr. for Northern California and Nevada
Merchants National Bank Bldg. San Francisco. Telephone Ke arny

The First National Fire has \$842,967 capital and \$548,583 net surplus. Premiums in 1913, \$404,978, and in 1912, \$7,259; 1913 losses incurred, \$188,972, or 45.6. This company must do better underwriting—or collect higher rates of premium. Romance is the history of men and history is the romance of kings.—Daudet.

HOME LIFE INSURANCE COMPANY

OF NEW YORK

The fifty-fourth annual statement of the Home Life Insurance Company, of which George E. Ide is president, appears in the Herald's advertising columns this morning. It shows substantial progress along conservative lines. Assets increased during the year to more than \$29,000,000, after paying to policyholders nearly \$3,000,000, including \$540,000 in dividends. The insurance in force is more than \$116,000,000, being an increase during the year of nearly \$5,750,000.

—*New York Herald, January 22, 1914.*

For Agency apply to

GEO. W. MURRAY, Supt. of Agts.,

256 BROADWAY, NEW YORK, N. Y.

The FRANKFORT General Insurance Co.

Established 1865

Entered United States 1896

U. S. Department, 123 William St., New York, N. Y.

Workmen's Compensation
Workmen's Collective
Liability
Burglary
Personal Accident and Health
Industrial Accident and Health

Agents Wanted For Unoccupied Territory
Apply to New York office or to

WALTER A. CHOWEN,

Pacific Coast General Agent

340 Sansome Street San Francisco

Central California Agency

BEN LEONARD COMPANY

617 "J" St., Sacramento, Cal.

Southern California Agency

CONSOLIDATED AGENCY COMPANY

334 Central Building, Los Angeles, Cal.

AGENTS WANTED

To Solicit Subscriptions for The Coast Review, now in its 43d year. Good commissions. Sample Copies sent in advance. Will pay well any active man. Special offerings. Write Publisher for further particulars.

National Union Fire Insurance Company of Pittsburg, Pa.

Cash Capital,	- - - - -	\$1,000,000.00
Surplus to Policyholders,	- - - - -	1,545,227.00
Assets,	- - - - -	4,136,638.00

METROPOLITAN DEPARTMENT

SAN FRANCISCO

604 Merchants Exchange Building

DIXWELL DAVENPORT,

MANAGER

E. C. DIETZ,

ASS'T MANAGER

FIELD REPRESENTATIVES:

R. R. Roper, NORTHERN CALIFORNIA

604 Merchants Exchange Bldg, San Francisco

Wm. M. Stodghill, SOUTHERN CALIFORNIA

302 Stimson Building, Los Angeles, Cal.

SURETY

"Fidelity insurance," under Civ. Code 1910, §2550, is a contract whereby one for a consideration agrees to indemnify another from the loss arising from the want of honesty, integrity, or fidelity of employes or others holding positions of trust.—*John Church Co. v. Aetna Indemnity Co.*, 80 S. E. 1093.

Where a bond guaranteeing the fidelity of an employe as to a specific duty, and not issued for a definite term, is renewed by the payment of a premium to "continue in force," the receipts for the premiums serve only to extend to new period of time the indemnity provided in the bond, and do not add any new liability.—*John Church Co. v. Aetna Indemnity Co.*, 80 S. E. 1093.

1792—FIRE INSURANCE

AUTOMOBILE INSURANCE—1914

Insurance Co. of North America

OF PHILADELPHIA

ASSETS, \$17,938,783.51

Alliance Insurance Company

OF PHILADELPHIA

ASSETS, \$ 2,288,274.81

PACIFIC COAST DEPARTMENT:

JAMES C. JOHNSTON, General Agent

J. K. HAMILTON, Asst. General Agent

Security Building, 343 Sansome St.

SAN FRANCISCO

SPECIAL AGENTS

A. C. WRIGHT, San Francisco

W. F. KUHL, Los Angeles

M. H. REEVES, Spokane, Wash.

F. J. MAYER, San Francisco

G. F. GUERRAZ, Seattle, Wash.

G. L. CAMP, Billings, Montana

SPECIAL AGENTS are solicited to send the Coast Review appointments and retirements of local agents, and the names of agents to whom we may send free sample copies. Also the names of young agents willing to represent the Coast Review in their town.

OUR advertising forms now begin pressing in the last week of the previous month. Corrections will be made as soon and as late as possible.

HERE are some specimens of English as yet disgracefully spelled: Weight, height, sight, site, way, convey, wave, waive, lamb, slam, roar, store, earth, bear, rear, mere, beer, bier, cur, curious, fuss, fuse, views, news, lend, friend, hard, heart, peart, four, hour, bower, bow, bow, cow, low, weir, wear, near, pear, pare, peer, pier, fiery, fire. Poor kids!

LIFE

Misoula, Mont. — L. W. Hoover is secretary of the New Montana Life Underwriters' Association.

The Connecticut Mutual Life is making gains in many places.

Build Your Own Business



under our direct general agency contract. This is a liberal proposition for which men of ability can qualify. A few exceptional opportunities are open at present.

For particulars, address:

JOHN F. ROCHE, Vice-President

The Manhattan Life Insurance Co. Organized 1850

66 Broadway, New York

A Seattle court holds that the limitation clause in fine print on the back of a steamer ticket is not a sufficient notice to the purchaser. Instead of \$100, the plaintiff recovered \$753 for the loss of a trunk. The court referred to the fact that the purchaser had received no verbal notice of the limitation notice on the back of his ticket.

GOOD SERVICE is the foundation upon which to erect a successful business. Brief, liberal, clearly expressed policies, with guaranteed low cost, are serviceable alike to policyholders and agents.

For agencies address

THE COLUMBIAN NATIONAL LIFE
BOSTON, MASS.

ARTHUR E. CHILDS,
President

WM. C. JOHNSON,
Vice-President and Gen. Mgr.

Union Assurance Society, Ltd.

1714

OF LONDON

1914

Assets, \$6,000,000.00

PACIFIC DEPARTMENT

HARRY H. SMITH, Manager

Insurance Exchange Building, 433 California St., San Francisco

ORGANIZED 1797

The Norwich Union Fire Insurance Society, Ltd.

Of Norwich, Eng.

ASSETS OVER \$10,000,000

LOSSES PAID OVER \$100,000,000

Northwestern Fire and Marine Insurance Co.,

Of Minneapolis, Minn.

Assets, - \$995,596

Capital, - \$300,000

Surplus, - \$334,591

PACIFIC DEPARTMENT

J. L. FULLER, Manager

332 Pine Street,

SAN FRANCISCO

Pacific Coast Department

Aachen & Munich

Fire Insurance Company

430 California St., - - San Francisco, Cal.

A. C. OLDS, Manager

ARE YOU PLEASED?

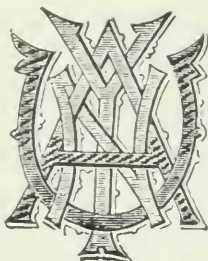
IF NOT, SEE

US

POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
Occidental Life Insurance Co.
OF CALIFORNIA

"THE DURABLE"

THIRD FLOOR GROSSE BLDG. LOS ANGELES, CAL.



NEW YORK UNDERWRITERS AGENCY

Cash Assets January 1, 1914,	- - -	\$26,525,973.85
Net Surplus January 1, 1914,	- - -	8,048,522.13
Surplus to Policyholders January 1, 1914,	-	10,048,522.13
Losses Paid, Over	- - -	167,060,500.00

H. R. MANN, Manager

F. M. BRANCH, H. R. MANN Jr., Assistant Managers

Pacific Department: 339-341 Sansome St., San Francisco

SPECIAL AGENTS AND ADJUSTERS:—V. H. QUITZOW, A. C. ANDERSON, SAN FRANCISCO, CAL.; A. E. BAILEY, SEATTLE, WASH.; H. HARRY SMITH, LOS ANGELES, CAL.; H. B. HAGEN, SPOKANE, WASH.

W. R. BROCK, President W. B. MEIKLE, Vice-President and General Manager

BRITISH AMERICA ASSURANCE CO.
OF TORONTO (INCORPORATED 1833)
(FIRE)

United States Assets	\$1,889,181.35
Liabilities in United States	1,161,272.95

Surplus \$727,908.40

MILLER, HENLEY & SCOTT 129 Leidesdorff St., San Francisco General Agents for Oregon, Washington, Alaska and Hawaii	WATSON & TAYLOR 395 California St., San Francisco General Agents for California
---	---

The greatest feature of the new excursion rates for 1915 is that they are good for 90 days and will be on sale at any station on any day.

In addition to the temporary fire station already installed on the expositi-

tion grounds with a complement of men, horses and apparatus, a city fire tug has been assigned to the exposition and a wharf is being built especially for it along the esplanade of the Marina.

FIRE**NIAGARA FIRE** Insurance Company

Assets, - \$6,981,389.16 Surplus to Policyholders, - \$3,664,392.31

DETROIT FIRE & MARINE Insurance Company

Assets, - \$2,194,259.14 Surplus to Policyholders, - \$1,549,532.75

NIAGARA - DETROIT UNDERWRITERS

Assets, - \$10,661,489.00 Surplus to Policyholders, - \$5,966,544.00

EDWIN PARRISH, Manager*Pacific Coast Department 334 Pine St., - San Francisco***Legal Qualifications of Local Agents in the Pie State**

The new law of New Hampshire requires agents who apply for licenses to answer questions as follows:

Name of applicant; age.

Have you read New Hampshire insurance laws?

How long a resident of New Hampshire?

Place of residence last five years.

Present occupation.

Duration of same and occupation for last five years.

Names and addresses of employers.

Firm name or names of partners.

Other business to be carried on.

Experience as insurance agent.

Does applicant expect to place business of present employer?

State own interest in properties of others which carry insurance.

Do you intend to hold yourself out in good faith as an insurance agent?

How do you intend to hold yourself out as such an agent as required by law?

The law provides that every person acting or aiding in any manner in the negotiation of insurance or who shall receive money or value thereof from any insurance company or agent shall be licensed. The fee for agents of foreign companies is \$2, but no charge is made for agents of domestic companies.

Good Territory**OPEN TO
RIGHT MEN**

—those who know how and can produce applications and settle policies
—always ready to negotiate with men of experience, energy and enthusiasm.

**UNION MUTUAL LIFE
Insurance Company**

PORTLAND, MAINE.

FRED E. RICHARDS, PresidentAddress ALBERT E. AWDE, Supt. of Agencies
7 W. Madison St., Chicago, Ill.**GEO. ELLIOTT HUNT, Manager**
Shreve Bldg., San FranciscoT. H. McAllis, Manager, Sherlock Bldg.,
Portland, Ore.P. B. Duren, Manager, Boston Block, Seattle,
Wash.The Western States Agency Co., Manager,
225 Foster Building, Denver, Col.

J. E. Evans, Manager, Vancouver, B. C.

NORTHERN
LIFE

LIFE
HEALTH
ACCIDENT

3 IN 1

Insurance Company

Policy Providing Perfect Protection

An OLD LINE Company
with NEW LINE Ideas.

Life Premiums Cease if Permanently Disabled.
Monthly Indemnities. Guaranteed Dividends.

HOME OFFICE
SEATTLE
U. S. A.

\$200,000.00 Deposited With State Treasurer
Reserves and Surplus to Policyholders over \$500,000.00

W. R. BROCK, President.

W. B. MEIKLE, Vice President and General Manager

WESTERN ASSURANCE CO.

OF TORONTO (INCORPORATED 1851)

United States Assets

\$2,578,165.00

Liabilities in United States

1,524,276.00

Surplus

\$1,053,889.00

PACIFIC COAST DEPARTMENT

129 LEIDESDORFF STREET - - - SAN FRANCISCO

MILLER, SCOTT & HENLEY, Managers.

Total Assets Represented over \$20,000,000

Svea

Insurance Company
of Gothenburg

Agricultural

Insurance Company
Watertown, N. Y.

Globe & Rutgers Fire

Insurance Company
of New York

Hamilton Fire

Insurance Company
of New York

Globe Underwriters

of New York

EDWARD BROWN & SONS

General Agents Pacific Coast Department

202 - 204 Sansome St., San Francisco

22,000 EDITION

It Is for All Local Agents

10th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.50

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

Royal Exchange Assurance

OF LONDON

Incorporated by Royal Charter A. D. 1720

Total Assets Exceed \$32,000,000.00

A Successful Record of Nearly Two Hundred Years.

Losses Paid During That Time Exceed

\$225,000,000.00

United States Branch, 92 William St., New York City

R. D. HARVEY, United States Mgr.

LAWRENCE F. LAMPING, State Agent

For Oregon, Washington and Northern Idaho

310 BURKE BUILDING, SEATTLE

CANTON Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital paid up (Gold)	- - -	\$ 250,000 00
Cash Assets (Gold)	- - -	2,267,816 75
Net Surplus over Capital (Gold)		1,554,193 31
On deposit in the United States, (registered U. S. bonds)	-	225,000 00

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents
Since January, 1882

J. J. THEOBALD, Manager
320 California Street, San Francisco
[Babcock Building]

PHOENIX

Assurance Company. Ltd.

Of London

ESTABLISHED 1782

W. IRVING

General Agent for Pacific Coast

R. GALLEGOS

Assistant General Agent

343 SANSOME STREET

Security Building
(Entrance on Halleck Street)

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building
33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employes. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - - San Francisco, Cal.
Royal Insurance Building

GENERAL INSURANCE NOTES

FIRE

Arkansas loss ratio outside of its Hot Springs fire said to be equal to the premiums.

A Philadelphia printery is insured at 17 cts for three years.

Henry W. Bush, formerly Western manager of the Fire Association at Chicago, died recently, aged 67.

An Indiana mutual reports that all its lightning losses last year were on unrodded buildings.

Oklahoma loss ratio, 45. For five years before, losses and expenses equaled premiums.

A tar paper sprinklered warehouse in Chicago burned. The sprinklers were of the I. W. W. kind.

The Commercial Fire is wisely withdrawing. What company is ready to reinsure it?

Salt Lake City.—The New Brunswick has appointed H. R. Gardner general agent for Utah and Colorado.

Ex-President Dutton of the Fireman's Fund has been elected an honorary member of the Western Union.

Salt Lake.—The Jennings Ins. Agency gets the returning New Brunswick.

The New Hampshire Fire has purchased control of the County Fire of Philadelphia and will strengthen it. In our last issue we called attention to the bad showing made by this small Philadelphia company.

Northern Assurance

The U. S. branch of the Northern has \$5,137,850 assets and \$2,095,754 surplus. Premiums in 1913 were \$2,730,793. This is a drop of \$102,992. There was an underwriting profit. Geo. W. Babb is manager. G. H. Lermis is manager of the Western department.

LIFE

President Ide of the Home Life has been elected president of the Yale Club of New York.

Teachers International Life Ins. Co. of Illinois, with \$500,000 capital, is the latest venture. Why not the Preachers International, the Government Clerks, the Military, the Merchants, and or the Something Else International Life? Each is like the fifth wheel of a wagon—useless and expensive.

Julius Bohm is again "at liberty."

The Boston Hebrews of America, with trouble long brewing, is in the hands of a receiver.

GENERAL

Banks. — A. A. Sutton, of Adin, Modoc county, Cal., is organizing two banks, one at Adin, and one at Fall River, Mills, Shasta co., Cal.

Looks like 40,000 bales of cotton in southern California this year.

The number of business failures in the first quarter of this year was double that of the same quarter last year. And fire losses are increasing.

Marine. — The hull of the burned slough steamer Petaluma has been raised.

Albany, N. Y.—Passed: Bill to permit small life companies to spend a higher amount for new business. Bill allowing companies to cover also property loss or damage by elevator accidents. Bill to make water damage include loss of use or occupancy. Bill permitting a householders' policy covering liabilities heretofore covered only by fire policies. It is believed the governor will sign these bills.

The Massachusetts Fire fell for M. C. Harrison on the Coast.

ESTABLISHED 1873

Office of Edward E. Potter

General Agent

The first office to commence paying losses after the conflagration.

The first office to commence paying in full the face of the policies, without discount, for cash or exchange.

The only general agency that remained in San Francisco where its patrons suffered.

The only office that did not compel its patrons to go to the expense and trouble of going to Oakland for the adjustment of their claims.

The Edw. E. Potter General Agency commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
It Costs No More**

January 1, 1913

OLD AND
TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS TO POLICYHOLDERS \$5,312,945 00

UNDIVIDED PROFITS 2,486,705 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS TO POLICYHOLDERS \$3,848,154 00

UNDIVIDED PROFITS 896,217 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS TO POLICYHOLDERS \$2,492,354 00

UNDIVIDED PROFITS 439,752 00

EDWARD E. POTTER, General Agent

W. W. POTTER, Assistant General Agent

Potter Building, 578 Sacramento St.

San Francisco, Cal.

GENERAL

Blanks.—The committee on blanks of the National Convention of Insurance Commissioners meets in New York, beginning May 17. The committee invites immediate notice of desired changes in the blank. Managers, departments and companies are invited to send in suggestions. Address the chairman, Hotel Manhattan.

Norway is not a large nor populous country but 7,000 of its people die yearly of consumption.

Spokane operates a municipal employment agency which has proved a great boon to those seeking employment, especially strangers in the city. A local fire insurance agency desiring to try an experiment offered to hire six women to solicit fire insurance. The employment agency managers submitted the proposition to all of the women applicants for help who appeared at all capable of such work and not a single one of the women seeking work would try to solicit fire insurance. This looked like a fair opening for employment and even the daily newspapers gave the situation good stories, but the women would not try fire insurance, a business which is apparently no more difficult in Spokane than in any other city.

Locomotives

In 1813 a locomotive was invented in England with large flange wheels, propelled by "walking legs" behind. It was called "the horse leg locomotive." Puffing Billy, in 1813, had upright cylinders and no flange to the wheels. In 1811, the Blankensop had cog wheels and ran on a cog track. The Henley model of 1812 was operated by cranks at the sides turned by men who walked. It was made to prove to skeptics the adhesion of wheel and smooth rail. In

1804 in the United States a crude land locomotive was the Orukton Amphibolia. The Trevitheck in England in 1800 had a cog side-track and carried a big flywheel. In 1790 Read of Salem, Mass., ran a steam land wagon, with a piston ratchet around the axle. The first land locomotive was invented in 1769 by a Frenchman, Cugnat, an officer. He received no encouragement.

Locomotives have made over 112 miles an hour. Back in 1832 the Experiment in the United States made a mile a minute. It had four truck wheels in front. A locomotive, the Thomas Jefferson, built in 1835, was in use for 58 years.

The Dixie Fire lost in assets, premiums reserve, surplus and premiums last year. Its loss paid ratio was 78 and its incurred ratio was 73. Losses and expenses were 121 percent of the premiums. Losses and expenses were \$95,400 more than premiums. And yet the directorial management paid \$29,301 dividends. Everyone of the past six years yielded an underwriting loss.

The Central Union of Kansas City, Mo., had a 63 percent loss ratio and a 46 percent expense ratio last year. But its ratio of losses to earned premiums was 77 percent. This makes the loss and expense experience 123 percent of the earned premiums. How much longer?

The Southern States Fire will resume business.

Kansas marine-automobile loss ratio, 56 percent.

Kansas fire loss ratio, 73 percent. The state makes the rate but does not pay the freight.

Germany uses yearly 750,000 barrels of denatured alcohol as fuel.

The Ford Motor Co. is working for Johnson & Higgins and cut rates.

The Mutual Life had a million-dollar policy on the life of the late Geo. W. Vanderbilt, issued in 1897. It was the first life policy of this size.

STABILITY AND STRENGTH

RESOURCES OVER \$53,000,000.00

SUN

OF LONDON

NATIONAL

OF HARTFORD

COLONIAL

FIRE UNDERWRITERS
AGENCY

MICHIGAN

FIRE AND MARINE
OF DETROIT

SUN

UNDERWRITERS

MECHANICS & TRADERS

OF NEW ORLEANS

PACIFIC DEPARTMENT

WILLARD O. WAYMAN---CARL A. HENRY

JOINT GENERAL AGENTS

FRANK E. STONE

MAXWELL H. THOMSON

ASSISTANT GENERAL AGENTS

Sansome and Sacramento Streets

San Francisco, Calif.

Branch Offices: Los Angeles, Cal., Portland, Ore., Seattle and
Spokane, Wash., and Denver, Colo.

AGENTS WANTED IN EVERY CITY, TOWN OR VILLAGE.

1863

51st YEAR

1914

FIRE

AUTOMOBILE

MARINE

Organized in 1863

Firemans Fund

Insurance Company

Incorporated under the Laws of California.

433 California Street - San Francisco, Cal.

Insurance Exchange Building

Capital, \$1,500,000.00 Assets, \$9,864,872.00

BERNARD FAYMONVILLE

PRESIDENT

J. B. LEVISON

VICE - PRESIDENT

LOUIS WEINMANN

SECRETARY

A. W. FOLLANSBEE, Jr.

MARINE SECRETARY

H. P. BLANCHARD

ASSISTANT SECRETARY

JOHN S. FRENCH,

ASSISTANT SECRETARY

T. M. GARDINER

TREASURER

Central Department

MARSHALL & McELHONE, Mgrs.

171 La Salle St., Chicago, Ill.

Eastern Department

A. K. SIMPSON, Manager

J. W. LITTLE, Ass't Manager

Mason Building

Boston, Mass.

Southeastern Department

EDGAR S. WILSON, Manager

Macon, Georgia

Atlantic Marine Department

FRANZ HERRMANN, Manager

79-85 Wall Street, New York

VOL. 86
NO. 5

MAY

SEE PAGE

1914

THE

TELEPHONE KEARNY 5934

Coast INSURANCE Review

PROTECTION

An Insurance Journal and Directory

IN ITS FORTY-THIRD YEAR

San Francisco: Merchants Exchange Building

The Only INSURANCE Journal in the Pacific West

INSURANCE PUBLISHING CO., Publishers

Parcels Post Reduces Country Mercantile Business

Two Coast Marine Decisions

Construction, Inspection, Certificates—C. F. Wieland

British Columbia Policy and Adjustments—G. C. Main

Insurance Day Speeches in San Francisco

State and the Insurance Company—David Rumsey

Tabular Supplement of Coast Fire Business

Loans to Life Policyholders Should Bear Only Mortgage Interest

Utah Life Insurance Bulletins

Coast Review's Pacific Fire Chart, 1914

Some British Fire Offices' Figures

Permanent Disability Clause in Life Insurance — W. C. Johnson

American Central Now Has a Large Net Surplus

Boston Company Absorbs Saginaw Company

Annual Meeting of the Board of Fire Underwriters

American of Newark To Double Its Capital

A Coast Rumor Denied

Circulating Extensively in all the
States and Territories of the Pacific
West

PRICE 25 CENTS
\$3.00 PER ANNUM

Subscribers in the East, in Europe, in
South America, Japan, China and
Australasia

THE LIVERPOOL & LONDON & GLOBE INSURANCE CO., LTD.

NEW YORK OFFICE, 80 WILLIAM STREET.
H. W. EATON, Manager
G. W. HOYT, Deputy Manager
J. B. KREMER, Ass't Deputy Manager
T. A. WEED, Agency Superintendent

NEW ENGLAND STATES, NEW YORK, NEW JERSEY, PENNSYLVANIA, MARYLAND, DELAWARE, DISTRICT OF COLUMBIA, VIRGINIA, WEST VIRGINIA, NORTH CAROLINA, SOUTH CAROLINA, OHIO, INDIANA, KENTUCKY, TENNESSEE.

NEW ORLEANS OFFICE, COR. CARONDELET & COMMON STS.
CLARENCE F. LOW, Manager
J. G. PEPPER, Ass't. Mgr
R. H. COLCOCK, Jr., Deputy Asst. Mgr

LOUISIANA, MISSISSIPPI, ALABAMA, OKLAHOMA, FLORIDA, ARKANSAS, TEXAS, GEORGIA.

SAN FRANCISCO OFFICE, 444 CALIFORNIA ST.
R. P. FABJ, Manager
THOS. H. ANDERSON, Ass't Manager

CALIFORNIA, NEVADA, ALASKA, OREGON, WASHINGTON, ARIZONA, IDAHO.

ILLINOIS, MICHIGAN, IOWA, WISCONSIN, MINNESOTA, MISSOURI, KANSAS, NEBRASKA, COLORADO, N. DAKOTA, S. DAKOTA, MONTANA, UTAH, WYOMING, NEW MEXICO.

CHICAGO OFFICE, INSURANCE EXCHANGE.
W. S. WARREN, Manager.
GEO. H. MOORE, Assistant Manager
HUGH R. LOUDON, Deputy Asst. Mgr

ESTABLISHED 1836

ENTERED U. S. 184

Entered U. S. 1848

LOGAN B. CHANDLER
GEO. J. JANE



Conflagration-Proof Insurance




Losses paid to date, - - over \$166,000,000

PACIFIC DEPARTMENT

GERMAN AMERICAN. PHOENIX OF HARTFORD

GERMAN ALLIANCE. PROTECTOR UNDERWRITERS.



EQUITABLE FIRE & MARINE INSURANCE CO.

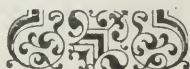
GEO. H. TYSON GENERAL AGENT.
HERBERT FOLGER, ASST. GENL. AGENT

SAN FRANCISCO.

Losses paid in San Francisco, - over \$6,000,000

Total Assets Thirty - Nine Millions

Agents Wanted in every City, town or Village



YOUR CARD

as a representative of the "Oldest Life Insurance Company in America" will prove your best introduction

The Mutual Life Insurance Company of New York

Impregnable Strength

Incomparable Dividends

Maximum Benefits

Minimum Net Cost

For terms to producing agents, address

GEORGE T. DEXTER, 2d Vice-President

34 Nassau Street, - - - - - New York, N. Y.

GENERAL

Department of the Interior, Bureau of Mines, New Publications

Bulletin 67. Electric furnaces for making iron and steel, by D. A. Lyon and R. M. Keeney. 1913. 142 pp., 36 figs.

Technical Paper 59. Fires in Lake Superior iron mines, by Edwin Higgins. 1914. 34 pp., 2 pls.

Miners' Circular 14. Gases found in coal mines, by G. A. Burrell. 1913. 21 pp.

Note.—As the demand for many of the bureau's publications can not be met by the free editions printed under the appropriations made by Congress, and as the bureau's investigations have broadened so that no one person is likely to take an equal interest in all of them, applicants for publications are asked to co-operate in insuring an

equitable distribution by applying for only those publications that are of especial interest. In asking for publications, please order them by number and title. Applications should be addressed to the Director of the Bureau of Mines, Washington, D. C.

Jas. A. Stephenson, president of the Southland Life of Dallas, Texas, announces that the agency convention of his company will meet in San Francisco on or about August 15, 1915.

The fire losses of New York city in 1913 amounted to \$7,467,997, or \$1.36 per capita, against \$2.24 per capita in 1912. Nearly 51,000,000 gallons fresh water and 64,000,000 of salt water used. There are 375,037 buildings in Greater New York. The number of necessary alarms was 12,959. Fire extended to other buildings in only 241 cases.

INCORPORATED 1861

The California Insurance Company

Cash Capital, \$400,000 00
Net Surplus, 191,636 00
Total Assets, 1,141,200 00

E. T. NIEBLING, President
 GEO. W. BROOKS, Secretary

W. E. DEAN, Vice-President
 J. W. WARNER, Assistant Secretary

HOME OFFICE: Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.

Special Agents and Adjusters

A. N. LINDSAY, Seattle LEIGH H. ROBINS, Los Angeles B. A. SIFFORD, Portland

**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
 and at the rate of "Dollar for Dollar."**

Eastern Department, Philadelphia, FRANK C. STURTEVANT, Manager.

Middle East Department, Pittsburg, LOGUE BROS. & CO., Gen'l Agts.

London & Lancashire Fire Ins. Co. Ltd.

Of LIVERPOOL, ENGLAND

INCORPORATED 1861

Capital Subscribed and on Call, \$23,211,180.00
Total Available Assets, 35,096,835.00

Pacific Department, 332 Pine Street, : : San Francisco

SAM B. STOY, Manager

GEO. ORMOND SMITH, Agency Superintendent, *San Francisco*

W. B. HOPKINS, Local Secretary, *San Francisco*

J. P. YATES, Agency Superintendent, *Los Angeles*

SPECIAL AGENTS—Geo. T. Richmond, San Francisco; N. W. Clayton, Jr., Salt Lake; W. W. Gilmore, Sacramento; G. L. Goodell, Portland; J. P. Hague, Los Angeles; D. H. Parry, Seattle; N. Gardner, Denver.

The "London & Lancashire" is a staunch supporter of the agency system and does not write over the heads of its representatives

Pacific Coast Casualty Company

OF CALIFORNIA

EMPLOYERS' LIABILITY—TEAMS—
GENERAL LIABILITY—WORKMEN'S
COLLECTIVE—VESSELS—ELEVAT-
OR—AUTOMOBILE—PERSONAL AC-
CIDENT—BURGLARY and PLATE
GLASS INSURANCE—FIDELITY and
SURETY BONDS. ∴ ∴ ∴

T. L. MILLER, President

HOME OFFICE:
Merchants Exchange Building
SAN FRANCISCO

GENERAL

Although the steel auditorium that the Exposition is presenting to the city of San Francisco is 40 percent completed the cornerstone was laid April 23 with special ceremony. The structure represents an outlay of \$1,300,000 and is an important feature of the new Civic Center. It will seat 12,000 persons and will be used during the exposition for great congresses and conventions.

President Bigelow of the St. Paul has been appointed a director of the regional bank at Minneapolis.

Where Tornado Insurance is Needed

Danville, Ill., May 8.—A cyclone that suddenly appeared here last night and disappeared after traveling but a short distance flung a horse into a tree top and tore down several farm buildings. It was necessary to cut the tree down to rescue the horse.

BANKERS LIFE COMPANY

DES MOINES, IOWA

Organized 1879

Insurance Issued and Restored,

1913 (Paid for) - - \$60,907,000.00

Increase in Admitted Assets

for Year - - \$ 2,630,411.43

ERNEST E. CLARK, - President



The Pennsylvania

*Fire Insurance Company
of Philadelphia*

Assets Jan. 1, 1914, \$8,002,962.21

Surplus to Policyholders

Jan. 1, 1914, 3,076,053.39

One of the Oldest and Strongest Fire Insurance Offices
in the United States

Pacific Coast Department:

201 Sansome Street, SAN FRANCISCO

RUSSELL W. OSBORN, Manager

S. P. MESICK, Superintendent of Agencies

F. J. AGNEW, " " "

SPECIAL AGENTS: A. C. McConnell C. V. McCarthy F. A. Lathrop

GENERAL

Texas loss ratio, 50 percent, the lowest in nine years.

Chicago had a four-days automobile rate war.

A commercial club in Los Angeles, the home of some bizarre ideas, will introduce a bill at Sacramento for a "reserve fund" of \$200,000 to enable the state to write insurance in competition with the present underwriters. Who—what politician or broken-down merchant—needs a job. Why not a "reserve fund" for a state bakery in Los Angeles.

C. Fred Burks, secretary of the California State Association of Local Fire Insurance Agents, has been appointed a member of the fire prevention committee of the World's Insurance Congress.

The Metropolitan Life Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

"An agent is known by the companies he keeps."

**CONTINENTAL INSURANCE COMPANY
OF NEW YORK**

The best company for a policy-
holder is the best company
for an agent.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago

**FIDELITY-PHENIX FIRE INSURANCE COMPANY
OF NEW YORK**

The assured places the responsibility
on the agent; a Fidelity-Phenix
policy relieves him of it.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
137 South LaSalle Street, Chicago

**FIDELITY (FIRE) UNDERWRITERS
OF NEW YORK**

Combine the assets of two of the
largest companies with the highest
sense of liberality and fairness.

Combined Assets, \$42,586,574

Policyholders' Surplus. \$23,743,555

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago



FOUNDED 1806

Law Union & Rock

Insurance Company, Ltd.

OF LONDON

Funds Exceed \$ 47,897,465
Annual Income Exceeds 6,500,000
Claims Paid Over 130,000,000

Union Assurance Society Ltd.

OF LONDON

200th ANNIVERSARY—FOUNDED A. D. 1714

Home Office Statement, Jan. 1, 1914

Capital \$2,250,000
Assets 7,115,990
Surplus 4,570,520

PACIFIC COAST DEPARTMENT

HARRY H. SMITH, Manager

433 California Street : : : San Francisco, Calif.

EDWARD M. BRODENSTEIN, Branch Secretary J. P. CARROLL, Superintendent of Agencies

SPECIAL AGENTS: F. A. STAHL, Northern California and Nevada, San Francisco; NOAH L. NELSON, Northern California, San Francisco; F. F. RICHARDS, Southern California and Arizona, Los Angeles; R. D. EMERY, Oregon and Western Washington, Portland; NYE KERN, Eastern Washington, Idaho and Montana, Spokane; M. B. BOOTHBY, Colorado, Denver.

APPLICATIONS FOR AGENCIES INVITED

May 4, 1914

THE COAST REVIEW

(Insurance)

Began in 1871

Merchants Exchange, : : San Francisco
Insurance Congress San Francisco, 1915

PUBLISHER'S NOTICE

YOU can't change your advertisement too often to suit us.

WE ARE now sending out 300 sample copies of The Coast Review. The recipients are warned not to get excited. No bill will come. When good natured, consider the advantage of becoming a member of the publisher's family club at \$3 dues per annum. It isn't correct to say "per year," we hear.

OUR Coast Review Pacific Fire Chart is like your sweetheart. There's no one like it.

IT is best to send an ad correction before the first.

THE weekly NEWSPAPER is a pretentious joke, unless it receives and prints bona fide telegrams.

A TELEGRAM of denial does not always prove anything. "We are not going to reinsure," wired the Delaware to us at our expense. A month later it reinsured and calmly died.

FIRE companies as a whole have recovered their losses in 1913. But not the insurance journals. Dead companies do not advertise.

TEXAS, Kansas, Missouri, Kentucky—what a yawping, reforming, politician-ridden quartette! They love guff and bluff enough, and the like silly stuff.

And I'm told the insurance slaves profess to love their chains.

WE are printing extracts from the Annual Proceedings of the Fire Underwriters' Association of the Pacific, by permission, but without undue sleep-provoking speed. Read at your leisure and therefore pleasure.

THE company that steadily loses money is surrounded by companies ready to reinsure it. In the midst of debt it is surrounded by "friends" ready to gobble it.

A FREE subscription one year to any subscriber who correctly names TEN companies in the Coast Review Fire Chart which will retire before March 1, 1915. Try your hand. The figures point without pride to the inevitable end.

WHY is not your company's advertisement in these pages. Was it one of the three we rejected because the company is certain to retire from business soon?

LOOK thru the Coast Review Chart carefully. Read between the lines. You will find the names and figures of TEN companies that will retire in 1914. Do you represent one of them?

New York city premiums have recently fallen off in a most disquieting degree.

"THE LEADING FIRE INSURANCE COMPANY OF AMERICA."

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$6,909,389.89

Surplus as to
Policyholders
\$11,909,389.89



Cash Assets Now
\$22,481,250.34

Losses Paid
in
95 Years

\$138,501,348.36

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

W. H. BREEDING, General Agent

E. S. LIVINGSTON, Asst. General Agent

**Main Office, 301 California Street
SAN FRANCISCO**

SPECIAL AGENTS AND ADJUSTERS

J. A. MURPHY, General Adjuster

H. E. O'BRIEN G. E. TOWNSEND. H. F. MILLS. G. S. MARINER. E. V. CULVER. FRED H. ROAD

This Company has absolutely no connection with any other corporation
bearing the name of AETNA.

MARINE AND AUTOMOBILE DEPARTMENTS

E. S. LIVINGSTON, Marine Superintendent

325 CALIFORNIA STREET

HARTFORD FIRE

Insurance Company

Chartered 1810

FIRE, MARINE AND AUTOMOBILE INSURANCE



Assets, January 1, 1914, \$26,525,973 85

Surplus to Policyholders, 10,048,522 13

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

430 California Street, SAN FRANCISCO

City and Marine Department

441 CALIFORNIA ST.

SPECIAL AGENTS AND ADJUSTERS

GEO. E. DEVINE, Sup't of Agencies, San Francisco

J. J. DENNIS, Portland, Ore.

MILTON E. SPAULDING, San Francisco, Cal.

ROBERT E. DOLLARD, San Francisco, Cal.

W. S. DENNIS, San Francisco, Cal.

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NEIL STEWART, Spokane, Wash.

P. H. GRIFFITH, Los Angeles, Cal.

ERNEST E. PRICE, Los Angeles, Cal.

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Our advices are to the effect that very generally the fruit crops of California will be "short" or even failures, this year. The three years' drouth so weakened the trees of several varieties that the fruit did not "set" properly this spring. Much of the fruit is now falling. The prune crop may not be a fourth of the average; and apricots, and possibly peaches and cherries, may be of unusually light yield. Many trees in the older deciduous fruit orchards have died or are now dying. The prolonged deficiency of moisture has had unexpected results.

††

He resigned from the Board and floated down stream. The air was full of the scent of the flower-lined banks; the sun shone and the air was filled with the humming of bees. Brokers dropped in and left nice risks; country agents sent a lot of new business; the manager dozed the joyous time away aboard the Non-board. Nothing could have a fairer outlook than his free-lance care-free business life. But oh me! what a difference in the morning! The candle has been burned at both ends—there was to be no more light. At one end rates were cut—at the other end, commissions were increased. And credit was extended. Sequel: \$14,000 behind with his companies—and something yet to come.

Pine street, San Francisco, is making a better front. Some three stories have been added to the Orient building, adjoining the Royal building. The government sub-treasury building, opposite, is taking shape slowly, after the manner of that great body, the federal government. The baby lives that shall see this four-story federal building finished. On Bush street there is an 8-story addition to the Mills building rapidly nearing completion. Buildings come and buildings go, but work on a federal building goes on forever.

††

"Yes," he said, "what you say of your company's 'handsome' dividends to policyholders is no doubt true; but how do you do it? By paying less commission? No. By higher interest earnings on safe investments? No. Then, after reading how your company fought the orphans' claim, I conclude you pay big dividends by repudiating just claims; for I know you refused to pay a claim to a widow because her husband made merry at his club. You see—I am a wise guy. You may find a sucker next door but not in here."

††

Our national supreme court seems to have "its ear to the ground." What does that rumbling mean? Votes for regulation of everything. Nota bene.

ENORMOUS COST OF FIRES AND PROTECTION

SUCH statistics as we have gathered in a number of years indicate an average per capita fire waste of \$3 in this country. The value of insured and uninsured ("protected" and "unprotected") property yearly destroyed by accidental and incendiary fires in the United States now averages \$300,000,000. This loss is equal to that caused by the burning of a large city. To this grand total we must add \$165,000,000 fire insurance expenses (including special taxes) and also \$135,000,000 (estimated) cost of fire protection, such as fire departments and extra water supplies. These several totals amount to the enormous total of \$600,000,000! This is equal to \$6 per head of population. The uninsured loss by fire, it is believed, averages yearly not less than \$140,000,000. Better buildings of a fire resistive type, the general adoption of good building laws, and the entire elimination of politics from the appointments and management of fire departments can reduce the fire losses very materially, and thereby also reduce the insurance cost. We must not overlook the fact that honest juries may also reduce the fire cost by deciding loss suits according to the evidence and not by sympathy and prejudice.

PARCELS POST DAMAGES COUNTRY MERCANTILE BUSINESS

THE EXPECTED is happening. The parcels post is seriously affecting the business of the small and remote country merchant. Merchants in the larger cities are shipping small orders of flour, meats, groceries, provisions generally, and even clothing, drygoods and household furniture, by parcels post at a freight cost less than that which the country merchant must pay on his shipments in bulk by car and wagon. He can not compete with the city merchant, who invades his territory through the mails, and delivers to his customers by parcels post. Neither can the freighter, with his teams and wagons, compete with the government's parcels post.

Mail-carriers are losing money on their contracts with the government and are unable to deliver to destination all of the goods accepted by the parcels post. Everywhere in the country these parcels are accumulating in warehouses, as the business increases and the parcels-carriage "breaks down." And as this business increases, the business of the country merchant decreases, and he may near insolvency.

The parcels post is already affecting the moral hazard of some of the country mercantile business. Fires are increasing in this class of risks. Underwriters are scrutinizing these risks with more than the usual care; for the cheapening of the automobile as well as the cheapening of postal and express rates are building up the larger towns at the expense of the smaller towns and the mountain hamlets and the cross-roads villages.

GREATER SAN FRANCISCO.—Chamber of Commerce statistics indicates that the population of the San Francisco bay cities now exceeds 900,000. The San Francisco city directory has 220,000 names, a gain of 18,000.

Insurance in State and Federal Courts

OUR BEST DIGEST OF RECENT DECISIONS

Marine Insurance in Court

California—Victoria S. S. Co. v. Western Assurance Co., 139 Pacific Reporter 806

Insurable Interest—Freightage

Under Civ. Code, § 2662, providing that the owner of a ship has an insurable interest in expected freightage which he would have certainly earned except for the intervention of the peril insured against, a steamship company has an insurable interest on the freightage on a cargo of lumber, which it was loading at the time the covered agreement for insurance was made, which became effective and attached as the loading proceeded.

Construction of Contract—Conditions Precedent

A provision that insurance on the freight was to be subject to the satisfactory survey and loading certificate of the surveyor or the board of underwriters at the port of loading does not make it a condition precedent that the certificate be submitted to the insurer and be approved by it, but only requires that the condition of the vessel and the stowage of the cargo should be satisfactory to the surveyor, who may be regarded as the agent of the insurer, or at least as the joint agent of both parties.

Construction of Contract—Covering Agreement

The rules that policies are to be construed most strongly in favor of the insured, and any uncertainty or ambiguity should be interpreted most strongly against the insurer, and that courts are disinclined to treat the stipulations of a contract as conditions precedent, apply with greater force to a covering agreement, which is merely preliminary, than to the policy itself.

"Valued Policy"—Insurance of Freightage—"Open Policy"

A covering agreement for the insurance of freightage on a cargo of lumber, where the quantity to be carried was to be determined by the charterer, and the rate was already established, was not an open policy,

which is defined by Civ. Code, § 2594, as one in which the value of the thing insured was not agreed upon, but was left to be determined in case of loss, but was a valued policy, which is defined by Civ. Code, § 2595, as one which expresses on its face an agreement that the thing insured should be valued at a certain sum, since the only undetermined factor, the quantity of lumber to be loaded, was beyond the control of the insured.

Conditions Precedent

In such an agreement, a stipulation that the assured would declare the amount as soon as known, when the policy would be issued upon payment of the premium, was not a condition precedent to the agreement becoming effective.

Forfeiture for Breach of Promissory Warranty—Statutory Provisions

Civ. Code, § 2608, provides that a statement in a policy that it is intended to do or not to do a particular thing which materially affects the risk is a warranty that such act or omission shall take place. Section 2610 provides that the violation of a material warranty or other material provision in the policy by either party entitles the other to rescind. Section 2611 provides that a policy may declare that a violation of specific provisions thereof may avoid it; otherwise the breach of an immaterial provision does not avoid it. Held, that sections 2608 and 2610 apply to an express as well as an implied warranty, and under these three sections the common-law rule that a breach of an express warranty avoids the policy, whether material or not, does not apply.

Material Warranty

An agreement by the insured to declare the amount of lumber shipped, the freight upon which was insured by a covering agreement while the vessel was loading, was not an agreement to do an act which materially affected the risk, since such declaration could not change the amount of the prem-

ium or the liability of the insurer in case of loss, and therefore a breach of such stipulation does not avoid the insurance.

Extent of Liability of Insurer—Constructive Total Loss

Civ. Code, § 2703, provides that a total loss may be either actual or constructive. Section 2705 provides that a constructive total loss is one which gives the insured a right to abandon the thing insured as provided in section 2717, which gives the right to abandon, where freightage is insured, in case the vessel is abandoned, where the voyage cannot be performed in another vessel within a reasonable time without incurring an expense of more than half the value of the thing abandoned. Held, that the freight on the amount of lumber jettisoned in an effort to save the vessel could be added to the expense of salvage and transshipment chargeable to the freight, and, if these items amounted to more than one-half the freightage insured, the insurer was liable, though the covering agreement provided that it was free from partial loss.

Under Civ. Code, § 2705, defining a constructive total loss, it is not necessary that there should be an actual abandonment; it is sufficient if the right to abandon exists.

Rehearing denied, April 9, 1914.

An action to recover \$14,602 as the loss upon an alleged contract of insurance in the form of a covering agreement. The findings and judgment were in favor of the defendant. The plaintiff appealed from the judgment, and from an order denying its motion for a new trial.

In its defense the assurance company claimed that there was no subsisting contract of insurance at the time of loss; that, if there was such contract, it was avoided by the failure of the plaintiff to declare the amount of the risk as soon as it became known, or prior to the loss; and that the loss which occurred was not covered by the agreement.

The San Francisco form of cargo policy, referred to in the agreement, provided that the Civil Code of California should be conclusive and binding in regard to questions therein legislated upon and not provided for in said form of policy. It also declared

that the insurer thereby agreed to insure against "perils of the seas, fires, pirates, assailing thieves, jettisons, barratry of the master or mariners, and all other losses and misfortunes that have or shall come to the hurt, damage or detriment of the said property or interest, to which insurers are liable by the rules and customs of insurance in San Francisco, excepting such losses and misfortunes as are excluded by this policy." Section 2662 gives the owner of a ship an insurable interest in expected freightage at least as soon as it is loaded. Some of the perils insured against in this case began as soon as any cargo was taken aboard, and the owner would then certainly earn the freight thereon, if none of such perils prevented. Its right of freightage had begun and its responsibilities for losses of cargo as well. The form of the policy referred to in the covering agreement provides that the "adventure"—that is, the risk—shall begin "from and immediately following the loading" of the property on board the vessel. This implies that it would begin with respect to any part of the cargo as soon as that part was loaded. It has been held that in cases where a ship sails under charter party to a distant port, there to be loaded with freight to be carried to another port, the risk of the owner of freightage to be earned begins in favor of the owner as soon as the ship leaves for the port at which the cargo is to be received. *Robinson v. Manf. I. Co.*, 42 Mass. (1 Mete.) 143; *Hodgson v. Miss. I. Co.*, 2 La. 341; *Adams v. Western I. Co.*, 39 Mass. (22 Pick.) 163; *Melcher v. Ocean I. Co.*, 60 Me. 77. In view of all these circumstances and the authorities cited, it is clear that there was an insurable interest upon the whole cargo, to become effective and attach as long as the loading proceeded.

Federal — *Pacific Creosoting Co. v. Thames & Mersey Marine Ins. Co.*, 210 F. R. 958

Construction of Policy—Warranty Against Particular Average—"On Fire"—"Burned"

A clause in a marine policy on cargo, "warranted free from particular average unless the vessel or craft or the interest insured be stranded, sunk or on fire," is not

to be construed as equivalent to the older form in which the word "burned" was used instead of "on fire," and, in the light of the rule that such contracts are to be construed most favorably to the insured if some structural part of the vessel was actually on fire, it is sufficient to open the warranty clause.

Defenses

To an action on a marine policy on cargo which covered "the risk of craft and (or) raft to and from the vessel," it is not a defense that a lighter employed to land the cargo, on which a loss occurred, was not sea-worthy.

Risks and Cause of Loss—Seaworthy

There is no implied warranty in a policy on cargo that the goods are seaworthy for the voyage, and where the vessel was seaworthy when the voyage commenced and the cargo was in good condition when received, the insurer is liable for a loss during the voyage from external causes.

General average and salvage charges payable according to foreign statement or York-Antwerp rules, or 1890 rules, if in accordance with the contract of affreightment. Including all risks of craft and boats, "including all risks of transshipment and of craft, lighterage and (or) any other conveyances . . . from the vessel until safely delivered in the warehouse . . ." In the body of the printed form of the policy:

"It is declared and agreed that Corn Fish and Fruit Flour and Seed are warranted free from average unless general or the ship be stranded sunk or burnt."

The respondent claims exemption from liability on account of the "free from particular average" warranty; that the "Sardhana" was not "on fire"; that no recovery for the four drums lost on the lighter or for the salvage expenses can be had, because the lighter in question was unseaworthy; that no recovery can be had in any event, it not being shown that any creosote was lost; and that, if lost, it was not on the ship at the time of the fire, and the "F. P. A." clause does not apply; and that it is not shown what loss occurred because of perils insured against.

It is strenuously urged that the fire was not sufficient to delete the "F. P. A."

warranty, and reliance is placed on the *Glenlivet*, Prob. p. 41, decided in 1893, and cited by the Supreme Court of the United States in *London Insurance v. Companhia*, etc., 167 U. S. 149, 156, 17 Sup. Ct. 785, 42 L. Ed. 113. In the form of policy previous to the *Glenlivet* Case, the word "burned" was used in the "F. P. A." clause. After this case was decided the words "on fire" were substituted for the word "burned." No case has been suggested where the words "on fire" have ever been before the courts in the same relation in any other case. The change of the words must have been made for a purpose. These words, as stated by Judge Hanford in passing upon the exceptions to the libel in this case in (D. C.) 184 Fed. 949, are not synonymous. The policy sued on in the body thereof with relation to "corn," etc., uses the terms sunk or "burned" and in the margin with relation to the cargo especially provides sunk or "on fire," clearly evidencing a purpose in the minds of the parties to distinguish from the former term and construction. The testimony of Mr. Beckett, an average adjuster of London, England, shows that, "under clauses . . . containing the words 'on fire,' it is the practice of the adjusters in England to consider the warranty open if some structural part of the vessel has been actually on fire." It is clear that "on fire" used in the policy was not to be considered as was "burned" in the *Glenlivet* case.

The fire, as shown by the evidence, was on some structural part of the ship, and endangered the ship by actually burning some part of it, and this was sufficient to open the warranty clause.

Fire Insurance in Court

Alabama—Aachen & Munich Fire Ins. Co. v. Arabian Toilet Goods Co., 64 S. 634

Matters of Abatement

The refusal of insured to submit to an examination under oath in accordance with the provisions of the policy does not forfeit or avoid the contract and bar recovery, but merely suspends the right of recovery until compliance; and hence the refusal is a matter of abatement only.

A plea to the merits, such as the general issue, is a waiver of defenses available in abatement; and hence, where an insurer filed a plea of the general issue, it could not rely on the refusal of insured to submit to an examination under oath concerning the loss, for that is a matter of abatement.

Evidence—Admissibility

In an action, defendant's plea set up the conditions of the policy requiring proof of loss and submission to examination under oath, and alleged that no proof of loss had been furnished, and that insured refused to submit to examination. Held that, under this plea, evidence that an attorney representing another insurer, whose policy covered the same loss, with the knowledge of the agent of defendant, examined insured, professing to act as attorney for both companies, and prepared proofs of loss, which were accepted by defendant, was admissible.

Articles Covered

A fire policy on a stock of toilet articles, labels, machinery, bottles, and powder, as a matter of common knowledge, covers cornstarch.

Evidence

In an action on a fire policy, where the insurer set up that insured had herself burned the property, evidence of the value of the property was admissible as shedding light on that question.

Estoppel to Deny Agent's Authority

Where an attorney without authority prepared proofs of loss, which were accepted by an insurer, and, with the insurers knowledge, examined insured under oath in accordance with a provision in the policy requiring such examination, the insurer, having acquiesced in the acts of the attorney and accepted the proof of loss prepared by him and the examination of insured which he made, is estopped to deny his authority.

The provision that the standard fire policy prescribed by Laws 1909, c. 164, unless otherwise provided by agreement indorsed thereon, shall be void in case additional insurance is procured, is not waived by the failure of the insurer to cancel the

policy, although its agent had notice of the procurement of concurrent insurance.—*Hronish v. Home Ins. Co. of New York*, 146 N. W. 588.

An insurance agent, with authority to solicit insurance, accept risks, and settle the terms of insurance contracts etc., may make a preliminary parol contract either to issue a policy or renew one about to expire.—*Gresham v. Norwist Union Fire Ins. Society*, 163 S. W. 214.

While a parol contract to renew a fire policy need not be as definite as an agreement to issue a policy, yet there must be a definite agreement to renew.—*Id.*

That it was customary for defendant's agent to renew plaintiff's policy and wait for payment of premiums was relevant only to the question of waiver and was insufficient to constitute a contract to renew.—*Id.*

An insurance adjuster held authorized to bind defendant insurance company by waiver of a provision of the policy requiring verified proofs of loss within 60 days after a fire.—*Teasedale v. City of New York Ins. Co.*, 145 N. W. 284.

Under Rev. Civ. St. 1911, art. 4874, provision that the sum for which the insurer was liable should be payable 60 days after the receipt of proof of loss held not to apply, where there was a total loss and a denial of liability, and the action could be brought without waiting 60 days.—*Northern Assur. Co. of London v. Morrison*, 162 S. W. 411.

Award By Appraisers

A submission by agreement between insurer and insured to appraisers to fix the amount of "sound value and damages" was in accordance with a provision of the policy authorizing submission of the "amount of loss" to appraisers.

Failure to give the insured notice of the meeting of the appraisers or an opportunity to present evidence did not invalidate the award, the agreement not providing for notice.

Where appraisers, acting under the terms of a fire policy, determined the amount of

loss, they cannot impeach their own award.

An award by appraisers selected under the terms of policy to fix the amount of insured's loss held binding upon the parties when unambiguous and in strict accordance with the agreement of submission.

An award by appraisers may be set aside, under Civ. Code 1910, for fraud or by showing that unfair advantage has been given to one of the parties or for a palpable mistake of law.

Where an award by appraisers was unambiguous and in strict accordance with the agreement of submission, the court properly directed a verdict for plaintiff for the amount of such award. — *Eberhardt v. Federal Ins. Co.*, 80 S. E. 856.

Where the award of appraisers as to the amount of loss is invalid, it is the duty of insured and not of the insurer to take further steps to procure a new award, especially where the policy required the amount of loss to be determined by appraisal and award in case of disagreement before an action could be maintained on the policy.

Where mortgagee did not know of the failure of the mortgagor and owner to have a valid appraisal and award made of the amount of loss as required by a fire policy, held, that such neglect would not prevent mortgagee from maintaining an action on the policy, which provided that loss should be payable to him as his interest appeared and that the insurance should not be invalidated as to his interest by any neglect of the mortgagor and required "the insured" to make proofs of loss. — *Riddell v. Rochester German Ins. Co. of New York* 89 A. 833.

Voidable but not Void

A provision of a fire policy that, if the premiums were not paid within 60 days from the attachment of the risk, the policy should be void while the premium remained unpaid should be construed to mean voidable at the election of the insurer.

Failure to cancel a fire policy held to authorize a finding that insurer had waived its right to cancel it before a loss, for non-payment of premium. — *Robinson v. Western Assur. Co.*, 211 F. 747.

Life Insurance in Court

Under a life policy providing for extended insurance if it should become forfeited after five years, held, that insured's indebtedness to the company for loans could not, in absence of provision therefore, reduce the duration of the extended insurance. — *Francis v. Prudential Ins. Co. of America*, 90 A. 205.

Where an insurance policy was mailed by insurer to the agent, who took the application but insured declined to receive it unless it passed through the hands of another agent, there was no delivery, within a stipulation that the insurer should incur no liability until the policy was delivered to insured while in good health. — *National Life Ass'n of Des Moines v. Speer*, 163 S. W. 1188.

Where a life policy clearly stated in the table attached thereto how long it would continue on nonpayment of premiums, the table governs, and it cannot be extended on the theory of ambiguity. — *Cabell v. Mutual Ben. Life Ins. Co.*, 163 S. W. 1119.

Where the insurance company admitted the acceptance of an application for a life policy, payment on the premium, and the issuance and delivery of the policy, and the applicant's death while it was in force, the burden is on it to establish a defense of false representations as to material matters in an action on the policy. — *Reserve Loan Life Ins. Co. v. Boreing*, 163 S. W. 1085.

Under Gen. St. Fla. 1906, § 2765, knowledge of managing and soliciting agents and medical examiners as to falsity of representations by insured held chargeable to the company, in the absence of collusion, though acquired in connection with the soliciting and examining of the insured for another company. — *Mutual Life Ins. Co. of New York v. Hilton-Green*, 211 F. 31.

Where policy provided that statements by insured should in the absence of fraud be deemed representations and not warranties, false representations held not to avoid policy unless fraudulent, with actual or imputed knowledge of their falsity, and material to the risk. — *Id.*

Liability Insurance in Court

A policy insuring a company engaged in a business described as "sawmill, planing mill, mill yards, kilns, sheds, woodsmen and teamsters," against injury to employes while engaged in operations usual to the business held not to cover a risk incurred by mill hands in boring an artesian well, though the water was to be used in the business.—*Rust Lumber Co. v. General Accident, Fire & Life Assur. Corp.*, 64 So. 122.

In an action on an employe's surety bond construed as a whole, held, that the fact that the employe had previously been a defaulter was no defense, where the employer, at the time of applying for the bond, had no knowledge thereof.—*Legler v. United States Fidelity & Guaranty Co.*, 103 N. E. 897.

Under a policy of employers' liability insurance, there is no contractual relation between the insurer and an injured employe; and hence the employer and insurer are not restricted by any rights of the employe from agreeing upon the surrender and cancellation of the policy on such terms as they see fit.

Money paid by an employers' liability insurance company for a release of liability under a policy is not impressed with any trust in favor of any one, though an action was pending against the employer to recover for injuries to an employe. — *Maahs v. Antigo Lumber Co.*, 145 N. W. 222.

A guarantee insurance company held not liable, as garnishee upon a judgment against the insured, on an indemnified risk, where, at the time of service of the garnishee summons and when disclosure was made, it held a valid claim for premiums against insured in excess of such judgment, though it defended the main action.—*Truan v. Rang Power Co.*, 145 N. W. 26.

Liability insurer which elected to defend suit against insured instead of settling for the amount to which its liability was limited, and, after a judgment for four times this amount, refused to appeal or to pay the stipulated indemnity, except upon satisfaction of the judgment, held liable for insured's expenses in prosecuting an appeal resulting

in a reversal.—*Brassil v. Maryland Casualty Co.*, 104 N. E. 622, 210 N. Y. 235.

Contract, indemnifying owner of building in course of construction from liability for injuries, held to cover only injuries for which owner was contingently liable as owner and not for injuries for which he was directly liable because caused by his own negligence.—*American Cereal Co. v. London Guarantee & Accident Co.*, 211 F. 96.

Plaintiff having secured liability insurance under contract with defendant's agents, and the agency having been changed and the policies canceled and new ones issued for the balance of the term on the application of the insured, plaintiff, having obtained commissions up to the date of the cancellation, was not entitled to recover commissions on the new policies.—*Degnan v. General Accident, Fire & Life Assur. Corporation*, 146 N. Y. S. 360.

Accident Insurance in Court

Where insured shot police officer and fled from arrest, and could not be otherwise taken, killing by officer held justifiable and the direct and proximate result of insured's vicious conduct.—*Railway Mail Ass'n v. Moseley*, 211 F. 1.

Death of insured, who shot officer and was pursued by the officer for the purpose of avenging his own injury and shot, held not the natural and proximate result of insured's own vicious conduct, and the insurer was therefore liable.—*Id.*

Where company issued successive accident policies, each for one year and each based upon a new application, and a reinsurance company executed separate contracts for each of the policies each based upon the policy and application, each reinsurance contract was a new and distinct contract.

In an action upon a reinsurance contract, evidence held not to sustain a finding that a clause exempting the reinsured from liability for accidental injuries occurring to the insured while on a trip to Alaska was omitted from the reinsurance contract by mistake. — *Casualty Co. of America v. United States Casualty Co.*, 146 N. Y. S. 957.

CONSTRUCTION, INSPECTION AND CERTIFICATES

A Paper by Charles F. Wieland, Read at the 38th Annual Meeting of the Fire Underwriters Association of the Pacific

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"Construction, Inspection and Certificates" is a topic which I am not aware of as having been heretofore treated in your deliberations. It is hoped that it is now presented with sufficient clearness to at least warrant your consideration during the pursuit of your activities after this thirty-eighth annual meeting of your Association.

Independent construction inspection by qualified engineers is proving its worth through the beneficial results accruing alike to owner, architect and builder. Needless to say, the owner should engage the inspecting engineering services, and pay the fee therefore direct, and with the knowledge of the designer.

There is no denying that reluctance to have such inspection is met with on the basis of the outlay for what seems to be unnecessary service to one who has it under consideration for the first time. That, however, is more frequently the finding on the Pacific Coast than elsewhere.

Land, building material and labor are higher in unit cost with us when compared with like items of property expenditure in other parts of the country. These factors combine to affect an investment on which the returns may not be nearly so attractive as the yield on sound bonds. Apparent justification is thus expressed against what seems to be a needless expenditure. The justification is, however, more apparent than real.

It is no reflection on any one concerned in the design and in the construction of an improvement to have competent examination made of the contract documents for the work—the drawings, the specifications and the proposed contract, and thereafter to have the inspection of the work carried on.

An inspector should be a trouble eliminator, not a trouble maker. The latter individual has no place in the building art nor elsewhere. Finding a trouble in the documents or an impending one in the works is the duty of the inspecting engineer. The uncovering of the difficulty is the first step to its eradication and should be and is welcomed by all concerned in the owner's welfare. It must not be lost sight of that every one having to do with a building operation is the servant of the owner—the one who is rightfully entitled to the best effort of those for the time being deriving their daily living through his enterprise.

No human being may yet claim exemption from error in his work—nor, claiming to be exempt, would he find ready employment. All willingly intent on attaining the best end for the owner can meet in freedom on common ground and unite in giving true and sound form to the conception of the designer, the latter being no less the servant of the owner.

Comely form and well-clad figure are not assurances of good character, nor is an attractive brick exterior a warranty that its units are sound and well bedded and jointed in good cement or lime mortar. A concrete structural member may seem to have its constituent materials

so "glued" or bound with cement that no voids or porous places apparently exist therein; a steel connection may seem an inseparable unit with the abutting members, its rivets well driven and with heads truly centered and a wooden truss well designed and framed to all observers except those skilled in the art.

Rarely does the owner or the contractor give his entire time to a building under construction and can therefore certify with first-hand knowledge to the observance of all of the conditions in the contract documents. More often and necessarily subordinates are in charge, but sometimes without the deep interest in the work that is due the owner and his immediate employer.

Construction inspection certificates are of great value to both of the parties to a sale, investment or loan and likewise to the underwriters who would assume the fire risk. We will dwell on matters pertinent to the latter.

Life underwriters, taking into account the passing of the human body, subject applicants to a rigid physical examination, the results of which—coupled with a knowledge of the applicant's habits and morality—are studied for the acceptance or the rejection of the risk. The process is simple to the laying aside of a few garments; it occupies but little time and no more for a one-thousand-dollar protection than for one of one hundred thousand dollars.

Fire underwriters are somewhat at a disadvantage respecting the integrity and the endurance expectancy of the structures they may solicit as risks. It is true and well known that most efficient inspecting bureaus are maintained by assurers, but the service of their staff may not extend to structural surgical operations, nor can a stethoscope be employed to detect a fault under an outer covering. An owner would not view with kindness an attack with hammer and chisel on the constituent members of his building.

To place the burden of constant and personal inspection of building construction on fire underwriters would be unreasonable nor can the efforts of a city building inspection department be extended to unlimited attendance on the works for which a permit at insignificant cost has been issued.

As a fire is a severe test of the integrity of a building, would it not be to the best interest of all concerned to have on file and issued by a recognized competent engineer or engineering bureau a certificate of construction inspection on the risk, even as the steam boiler inspection bureaus follow the constituent members through the mill and shop to the completed boiler? Fire underwriters may well counsel such inspection and encourage it by prospect of credit on rating.

The certificate of inspection, or a true copy thereof, should be in possession of the underwriters during the term of protection, just as an abstract or certificate of title to real property is in the keeping of the mortgagee during the term of the loan.

As to the value of inspection during construction: I have in mind a reinforced concrete building in the fire limits of a certain city that nearly came to be independently inspected and finally was made a subject of investigation after erection. The drawings and specifications

were given to a consulting engineer for scrutiny, but after all, it was decided to "go it alone" with an inspector hired by the day. The architect's contract with the owner contained a provision that an inspector would be in constant attendance on the job; the inspector to be appointed by the architect and to be carried on the pay-roll of the contractor. The inspector hired was not of the staff of an engineer or inspecting bureau and did not have the benefit of a chief's counsel. Installed in the manner set forth, to whom would he be expected to swear allegiance? That is not the character of inspection herein advocated.

The drawings and specifications were duly filed with the building department of the city and the permit was granted in accordance therewith.

The history of the construction operations of the building need not be touched upon. After completion and partial occupancy one of the interested parties engaged the consulting engineer to make the examination spoken of in the foregoing remarks.

The drawings and specifications called for a concrete roof slab. Instead, there was built a thin concrete coating—not self-supporting—carried on wooden joists and wooden framing—a construction that was in violation of the building law for class "B" structures. The roof space so formed is utilized for the disposition of water, steam and gas pipes. No ventilation was arranged for in the attic or roof framing loft at the time. Now ventilator skylights have been provided. Where the openings were cut into the roof there may now be found daily papers and some oily paper, which was doubtless left there by the workmen during the lunch hours. An ignition of the debris would readily set fire to the roof framing. Carelessness of workmen and character of building equipment, contractors' staging, appliances, etc., may therefore be a fruitful topic for later discussion and in fact was suggested to the writer by a valued engineer counselor of a fire underwriters' board.

The owning corporation is subject to an increase of ten per cent on the key rate because of the presence of the wooden roof framing. That the structure is not immune from fire may be seen by reference to the particular city's daily papers of several years ago in which there was chronicled a fire as having taken place "in a store-room on the roof," thus giving force to the opinion that all of its elements of construction should have been well considered for the benefit of insured and insurer.

A concrete stack or chimney for the boiler plant was specified to have fire-brick lining throughout the lower zone for a given height. The lining was omitted on the ground that the flue area was too contracted, if so built, to properly serve two boilers. Again a study of the needs of the steam plant should have preceded construction operations.

To obtain sound chimney or flue construction of concrete or brick—unlined with terra cotta or fire-brick—the utmost vigilance is demanded. Brick are held together by cement mortar just as concrete aggregate is "glued" into a homogeneous mass by sound and skillfully mixed cement mortar. If either kind of construction is poorly performed

outlets will be inevitable for the gases to escape through. Then too, ignition of unburnt gases may take place in the stack just as they occur in the exhaust system of an oil or gas engine at times.

The electric switch-board in the same building was located in direct range of three water gauge glasses on boilers and tank. As gauge glasses are fragile it may easily be seen what could occur in the way of shorts upon a deluge of water assailing the switch terminals and bus bars. The meters were mounted directly on wooden planking instead of non-combustible material.

A number of other construction departures from drawings and requirements were seen after the completion of the building, the details and consequences of which I am not at liberty to discuss. Suffice it to say that had the owner elected to have the services of an engineer competent to act, as at first contemplated, a properly constructed building might reasonably have been expected.

To revert for a moment to the subject of flue linings: An interesting case in point came up during the construction of a residence which had general inspection as against constant attendance of an inspector. That kind of inspection was effective "after the fact." Upon completion of the chimneys it was seen that the brick was not bedded and jointed in a workmanlike manner. Further: by directing the sun's rays into the flues it was seen that except at the top and at the bottom of the flue length the terra cotta lining had been deceitfully omitted in one stack; also, because the adjoining flues in a stack were not started at correct centers, one side of one run of flue lining was knocked off. A casual survey by the untrained eye would have been satisfied with the presence of the flue lining at the top of the stack—but what of the future safety of the occupants of the residence? An extract of a letter to the contractor regarding another of the stacks reads thus:

"The joints are sadly lacking in mortar; one is able to look through the west wall of the chimney at the living-room fireplace, and in places the vertical joints are directly over one another in successive courses."

The rebuilt stack is cement plastered on exterior as provided for in the specification. If inspection had not been made the defective stacks would still be in place unless the inevitable had happened.

Cases can be cited of insufficient fireproofing of important structural members. An incident is recalled of photographic evidence of work in construction as being exhibited by an underwriter to an owner in refutation of the owner's claim that an important structural member in his building was properly fireproofed. Based on the photograph the rate asked for was not granted.

Metal lath should be correctly furred out and plastered. Concrete needs to be well anchored and of suitable thickness and density.

All concrete is not of identical structural worth nor is all brick suitable for any kind of service. Care must be exercised in the composition and the application of both concrete and brick. It is not safe to be guided by such well meant but dangerous advice as was given to his readers by the editor of a trade journal who said recently: "Any ——

who can mix sand, gravel, water and cement and pound them down into forms can do concrete construction of the class required on the ——."

The temptation to use sand, gravel and rock without first making a void or sifting test has not infrequently been followed by unhappy results. For instance, take sand and gravel. Nature seldom deposits an ideal mixture of either for man's immediate use in the imitation of nature's other handiwork—solid rock. Every one who has ever paddled bare-footed in a gutter knows that water carries light particles of sand in suspension and propels by its onrush the heavier. A rainfall that will result in a stream flow in a given channel of 0.6 ft. per second will transport the fines; coarse sand is propelled at a velocity of 0.9 ft. and so on through large pebbles at 4.0 ft. per second to rock at greater velocities. The material so carried down by the waters is deposited when the force of the water is spent by cessation of rain or the stream widens out. Thereafter man is at liberty to recover the spoils but they should be washed and graded to obtain the best results at the least cost.

Concrete aggregate are usually sold by weight. When well graded into a mixture to insure the best disposition of the cement which is to "glue" the particles into a solid mass the resultant strength of the concrete can be seven times that of the same weight of materials but not skillfully selected as to size, nevertheless of the same cost. This has been demonstrated in tests of William B. Fuller.

A dense concrete stands a better fire test than a weak, porous mass, and likewise does strong, well bonded and cemented brick prove a better protection than that poorly made and laid. I could point out existing buildings wherein the brick is so soft that it can be abraded by a fingernail.

No material is exempt from faults either in manufacture or subsequent incorporation in a structure and no factor in the building art can find comfort in the promotion of his ware at the expense of his fellow's failures. Our virtues and not others' misfortunes should increase our usefulness.

I am impelled to say this because we find the brick man speaking of the concrete man's failure; the brick and concrete men speaking of the terra cotta man's failure; the terra cotta man speaking of the concrete man's failure, *ad libitum*, and all attempting to prey upon the misfortunes of their fellows because of the sometime wrong use or abuse of a particular material.

A weakened floor system, following a loading beyond its intended capacity or rating, is a feature for the consideration of fire underwriters, because of the part it may play in case of a fire occurring in the building. In many cities it is required to erect a tablet in a prominent place in each story with a declaration of the uniform load per square foot that the floor is designed for. Underwriters should demand the presence of such a tablet on the floor of every building they have given protection on. A case is cited where it was customary to stack the goods on the ground floor to a total weight of 500 pounds per square foot. The upper stories were for the same class of goods and with clear ceiling height that permitted the stacks to be of same gross weight per square

foot, but the floor system was designed for only 250 pounds. As the employees were not able to distinguish between the effect of a load of 500 pounds on a concrete floor laid directly on the ground and the same method of doing business on the upper floors, trouble at once set in. The floor system was weakened and the walls of brick were bowed.

The correct designing of wooden roof trusses is often neglected. Knowledge is possessed of three buildings housing industries of widely different character in which design faults of wooden trusses are seen. One of the buildings is in the fire limits of a certain city. The top and bottom chords should be bound together with struts and ties at what might be termed the common meeting places of the forces due to the design of the truss. The top chord, as you know, may be considered the roof joist, and the bottom chord the tie that holds the truss, and indirectly the wall, from the spreading due to the weight of the load on the truss. The top chord should have its toe contact with the bottom chord directly over the supporting wall or column. In the cases referred to the top chord's toes rest on the bottom chord clear of the walls and columns and are seen within the rooms. A bending of the bottom chords has followed and for which unnatural load no increase in the sectional area of the bottom chords was made. A fire creeping up the wall or the column would quickly dispose of the bottom chord and drop the entire truss, even had it been water controlled at that moment. Were the trusses properly designed a fire might effect the same result as to the burning of the bottom chord but not necessarily attack the top chord whose factor of safety might prevent the total loss that may now reasonably occur.

Fire tries out structural weakness in all materials as certainly and as searchingly as water does zones of porosity.

Therefore the queries: "Is a building containing structural weaknesses as good a risk to a fire underwriter as one of its same class which is known to be of sound material and workmanship?" And, "Shall a building whose floor system has been strained and weakened through excessive loading continue to be classed as a desirable risk and enjoy the same rating it originally had?"

The answers are obvious.

The conclusion to this study must be: "That a structure which has been certified to as having been inspected throughout its construction by a competent engineering authority, and thus known to be of sound materials and good workmanship, is entitled to a lower rate of insurance than one not so inspected."

In closing I express to the efficient staff of the Board of Fire Underwriters of the Pacific the pleasant contact I have had with them in the course of my professional duties. In my past capacity as executive of manufacturing and engineering enterprises elsewhere, I have always welcomed the visits of underwriters' inspectors and have profited by their advice. An hospitable attitude on the part of the insured, instead of the defensive one often encountered, would be of great mutual benefit to both parties to the contract.

THE BRITISH COLUMBIA STATUTORY POLICY AND ADJUSTMENTS THEREUNDER

A Paper by George C. Main, Read at the 38th Annual Meeting of the Fire Underwriters' Association of the Pacific

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When your President asked me to prepare a paper upon the subject of the adjustment of losses under the British Columbia policy I thought it would be possible to fairly cover the subject in a brief paper, but as I studied the questions involved and became interested in the decisions of the courts, the vastness and possibilities of my subject opened up a boundless field. The facts and conclusions which I shall discuss will represent only a trifle of what could be said on this subject, most interesting and instructive to the adjuster. I shall attempt, therefore, to bring to your attention only some of the conditions and difficulties commonly encountered by the adjuster in the adjustment of claims arising under the British Columbia statutory policy, and to point out some of the radical differences and omissions as between those conditions and the conditions of the New York standard form. I have cited numerous cases having a bearing on the various conditions which I hope will be useful for reference purposes to companies and adjusters having jurisdiction over this Province.

British Columbia is an empire in extent, with unbounded possibilities and unlimited resources. Only a small fraction of its productiveness has been developed and the next ten or fifteen years, coincident with the great railroad construction now going on, will show a tremendous growth in all material directions. This province embraces 355,855 square miles of territory, with an estimated population at the present time of 425 to 450,000. The State of Washington contains 66,836 square miles, with a population of 1,250,000. The annual premium income of fire insurance companies in British Columbia is approximately \$4,000,000, with an average loss ratio of 30.6% for the two years of 1911 and 1912. Thus it will be seen that while the population is 800,000 less, the premium income is almost equal to that of the State of Washington, with a more favorable loss ratio (44%).

Previous to 1893 there was no statutory form of policy. In that year the Ontario statutory policy was adopted and enacted into law by the Parliament of British Columbia with a few immaterial changes. During recent years a strong effort has been made in Ontario to obtain certain amendments to the statutory conditions, but so far without success. It is apparent that the Royal Commission which drafted the Ontario statutory policy did not believe that every reasonable condition had been covered or exhausted, for a further provision was made that variations might be added to the statutory conditions. British Columbia closely followed Ontario and as the statutory conditions have been in force so short a time in British Columbia, but few pertinent decisions have been handed down by the courts of that province and we therefore have to rely upon the older province of Ontario where the statutory policy has been in force much longer, for the

weight of legal decisions. In its practical application many defects were found in the Ontario policy, some of which have been corrected by subsequent legislation, but many of which still remain. It is almost too much to hope that the statutory conditions will be revised and made suitable to modern commercial requirements, and at the same time made applicable to the whole of Canada. The question will probably soon be determined on appeal to the Privy Council of England whether the Federal Government through the Parliament of Canada can enact legislation regulating insurance companies, and so a uniform statutory policy, or whether such power rests with the various provincial governments. In a recent case before the Supreme Court of Canada it was held by the court that jurisdiction over insurance companies will hereafter rest with the individual provinces instead of with the Dominion Government. The case, however, will be appealed to the Privy Council at London. This decision of the Supreme Court of Canada is important and follows closely the United States decision. If affirmed by the Privy Council, insurance companies must file statements, make deposits, pay fees and taxes, and comply with all the complex and different provisions of the laws of each province in the Dominion as now or hereafter enacted. Let us hope that the Privy Council will not hand down another decision analogous to that of *Paul vs. Virginia* in the United States Supreme Court.

In discussing the statutory conditions of the British Columbia policy I will be as brief as possible and take them up seriatim, confining my observations to those conditions more commonly involved, and the radical differences and omissions as compared with our New York standard form.

Condition 1. "If any person or persons insures his or her buildings or goods and causes the same to be described otherwise than as they really are, to the prejudice of this company, or misrepresents or omits to communicate any circumstance which is material to be made known to the company in order to enable it to judge of the risk it undertakes, such insurance shall be of no force in respect to the property in regard to which the misrepresentation or omission is made." The utmost good faith between the parties is the fundamental principle of insurance and this necessarily demands from the insured a full disclosure of all material facts within his knowledge in order to enable the insurer to rightfully judge of the nature of the risk (1). This statutory condition does no more than again declare in statutory form the law of contract based upon the English law with respect to misrepresentation which governs in all the provinces of Canada. Misrepresentation or concealment of a material fact will void the policy, but this misrepresentation must be material to the risk and the concealment made with fraudulent intent. Any material misrepresentation as to the insurance will void the policy (2), as will also one relating to fear of incendiarism or other fires previously suffered by the

(1) 3 Burrow. 1906.

(2) *Agricultural Ins. Co. vs. Liverpool, etc., Ins. Co.*, 33 Can. S. C. R. 94.

assured (3). A representation as to value is not in itself a warranty, but is so far material that it is a question of fact for the jury to determine whether or not there was an overvaluation within the knowledge of the applicant, and if so the policy is void (1). A misrepresentation as to the nature of the hazard will usually void the policy, and a misrepresentation made with fraudulent intent vitiates the policy no matter how trivial or immaterial to the risk it may be (2). A fraudulent misrepresentation by the applicant will avoid the policy in the hands of a third party, and the court in his decision on a case brought by the assignee of a policy stated "it was a startling proposition that the assignee of the policy would have a right of action although the assignor had none. They might have been subrogated to a claim vitiated by fraud, but would yet have the right to pocket the benefit of that fraud. What a protection to insurance companies would such a doctrine carry if it were to prevail" (3).

As applications and interim receipts are in common use through British Columbia it will be seen how important it is that the questions in the application be fully answered by the applicant himself and thoroughly understood before his signature is attached. I have not found in my study of this subject that it is necessary that a copy of the application be attached to the policy in order to make it a warranty on the part of the applicant.

The New York standard form sets out at its very beginning the condition that the company shall not be liable beyond the actual cash value of the property at the time of the fire and that the loss shall be estimated according to such actual cash value after proper deduction for depreciation, however caused, etc. There is no provision in the British Columbia statutory conditions similar to that just quoted from the New York standard form. The word "depreciation" is not used or mentioned in the British Columbia statutory form and as a rule I have found it to be extremely difficult to secure a reasonable depreciation on either personal or real property in that Province in case of loss. The original cost to the assured, regardless of the fact that the merchandise may be out of date or shop worn, seems to be the measure of damage claimed, and more often agreed upon in the adjustment of personal property losses. The New York standard form also provides that "it shall be optional with the company to take any or all of the property at its ascertained or appraised sound value," and the entire absence of any such provision in the British Columbia statutory conditions is exceedingly unfortunate. In British Columbia the assured can claim a total loss on his goods and keep them, too, and there is no provision whereby the company may take them over at their appraised sound value unless the assured is willing to surrender them. The omission of this provision in the British Columbia form enables the assured to

(2) Campbell vs. Victoria Mutual Fire Ins. Co., 45 U. C. R. 412.

(3) Gilles vs. Canada Fire As. Co., Q. R. 26—S. C. 166.

(1) Raich vs. Niagara Dist. Mut. Ins. Co., 21 U. C. C. P. 464.

(2) Nova Scotia Marine Ins. Co. vs. Stephenson, 23 Ca. S. C. R. 137.

(3) Nor. Brit. & Merc. vs. Tourville, 25 Can. S. C. R. 177.

make and carry through much larger claims for damage on personal property than he would be able to do under the New York form. I have not been able to find any court decisions on this point, but am convinced that the court would hold that the company would have a perfect right to take merchandise at its sound value and pay the assured for same if by so doing no hardship was imposed upon the assured. In my own experience I have offered to take over merchandise and have even demanded same and have met with a refusal to turn over the merchandise at its sound value. By offering to do so, however, the assured has been influenced to very materially reduce his claim.

Statutory condition 3 provides "that any change material to the risk and within the control and knowledge of the assured shall avoid the policy as to the part affected thereby unless the change is promptly notified in writing to the company or its local agent. * * *"

A landlord is not affected by material changes made by his tenant without his knowledge (1), nor would the assured be affected in his right to recover by an increase to the hazard made to his property with his knowledge by a stranger upon adjoining property (2).

I find that the courts are very liberal in their construction of this condition. A vacancy will not in itself be a violation of the third statutory condition unless it is proven that such vacancy is a change material to the risk (3). A condition, however, limiting the period during which the property may remain vacant will be enforced by the courts (4).

The 5th statutory condition provides "that when property insured is only partially damaged that no abandonment of same will be allowed unless by the consent of the company or its agent, and in case of the removal of the property to escape conflagration the company will contribute to the loss and expense attending such act of salvage proportionately to the respective interests of the company and the assured." The first part of this condition is very plain and similar to the provision in the New York standard policy that there can be no abandonment to the company of the property. You will note, however, that the British Columbia condition states that when property insured is only partially damaged no abandonment of same will be allowed. An interesting part of this 5th condition is that relating to removal of property to escape conflagration. Some courts have even gone so far as to say that this is an independent agreement for the benefit of the insurance company and an inducement to the assured to use every exertion to save his property by holding out to him the advantage of being proportionately reimbursed in the expense that he may incur

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- (1) Heneker vs. Brit. Am. As. Co., 14 U. C. C. P. 57.
 - (2) Copp vs. Glasgow & London Ins. Co., 30 N. B. Rep. 197.
 - (3) Gould vs. Brit. Am. As. Co., 27 U. C. R. 473.
 Bishop vs. Norwich Union, 25 N. S. Rep. 492.
 Foy vs. Aetna Ins. Co., 3 All. 29.
 Boardman vs. Borth Waterloo Ins. Co., 31 O. R. 525.
 - (4) O'Connor vs. Comm'l. Union, 3 R. & C. 119.
 McKay vs. Norwich Union, 27 O. R. 251.
 Peek vs. Agricultural, 19 O. R. 494.

in such removal, the words "loss or expense attending such act of salvage" having no reference to the loss or damage to the goods themselves, which are already covered by the policy, but to the expense incurred in the act of salvage. One Justice stated that under this condition the company might be called upon to contribute to such expense even although it was called upon to make good the full amount insured. In other words, a sum in excess of the amount of the policy could be collected (1).

Statutory condition 8 provides "that the company shall not be liable if there is any prior insurance unless the company's assent thereto appears herein or is endorsed hereon, nor if any subsequent insurance is effected in any other company unless, or until, the company assents thereto, or unless the company does not dissent in writing after that time and before the subsequent or further insurance is effected." In the case of the Imperial Bank vs. Royal Insurance Co. (1) a subsequent insurance was effected by the assured and no notice in writing or any communication given to the company nor to the agent, nor was the subsequent insurance disclosed until after the premises were destroyed by fire. It was held by the court that the fact that the subsequent insurance was effected by a sub-agent of the company's general agent, who had also acted in procuring the prior insurance, could not be regarded as constructive notice to the company of the subsequent insurance and an action upon the policy was dismissed and the company was ordered to refund the last payment of premium. In Ontario, by a long line of decisions it has been held that subsequent insurance on property without notice to and consent of the company avoids a prior policy containing a condition against double insurance. The Supreme Court of New Brunswick held that subsequent insurance by a mortgagee, in the name of the mortgagor, voided the mortgagor's prior insurance. The Privy Council has added strength to this statutory condition in the case of Equitable Fire & Accident vs. Ching Wo Hong (1907, A. C. 96).

Condition 9 goes on to state "that in the event of other insurance having been assented to as aforesaid, then the company shall only be liable for the payment of a ratable proportion of any loss or damage."

Condition 10 sets forth a number of instances in which the company is not liable: First, for loss of property owned by any other party than the assured unless the interest of the assured is stated in or upon the policy. It has been held that where the business of a partnership is taken over by a limited liability company there is such a change of interest as to invalidate the insurance, although the members of the partnership may hold nearly all the stock in the limited liability company (1). Sub-section F of condition 10 provides "that the company shall not be liable for loss or damage occurring while petroleum, rock earth or coal oil, camphine, gasoline, burning fluid,

(1) 12—O. L. R. 519.

(1) McLaren vs. Commercial Union, 12 A. R. 279.

benzine, naphtha, or any liquid products thereof * * * are stored or kept in the building insured or containing the property insured unless permission is given in writing by the company." Under this condition a company defended a suit on the ground that lubricating oil was kept contrary to this provision and it was held by the court that the keeping of a small quantity of lubricating oil was not a violation of this condition (2). In the case of *Thompson vs. Equity Fire Insurance Co.* decided by the Privy Council of England on July 15, 1910, (3), which decision I consider one of the most important relating to the statutory conditions, and which case it will be well to study as it has a bearing on warranties in daily use on policies in British Columbia. This case was an appeal from an order of the Supreme Court of Canada to the Privy Council of England, and on July 15, 1910, Lord Macnaghten delivered the judgment of the Privy Council.

"One J. C. Thompson was the owner of a building in Ontario, which was insured against fire with the Equity Fire Insurance Co. On September 4, 1906, the building was burned down. The claim was made under the policy. It was resisted on various grounds which have all been disposed of but one. The only question remaining was whether the policy was avoided by reason of the presence on the premises at the time of the fire of a small quantity of gasoline. The statutory condition on which the insurance company relies declares that the company is not liable for loss or damage occurring while gasoline is stored or kept in the building insured. * * * The question is, did the loss occur while gasoline was stored or kept in the building? It is common ground that there was no gasoline in the building but what was in the stove, and it seems that the quantity of gasoline in the stove was about a pint. What is the meaning of the words "stored or kept" in collocation and in the connection in which they are found? They are common English words with no very precise or exact significance. They have a somewhat kindred meaning and cover very much the same grounds. It is difficult, if not impossible, to give an accurate definition of the meaning, but if one takes a concrete case it is not very difficult to say whether a particular thing is stored or kept within the meaning of the condition. No one probably would say that a person who had a reasonable quantity of tea in his house for domestic use was storing or keeping tea there. Or, to take the instance of benzine, (which is one of the prescribed articles) no one would say that a person who had a small bottle of benzine for removing grease spots, or cleaning purposes of that sort, was "storing or keeping" benzine. * * * The sentence would be complete and the meaning which the defendants seek to attribute to it might, or even would, prevail, if the words in question, "stored or kept," had been omitted altogether and the condition had excluded liability for loss or damage while gasoline is in the building insured. Some meaning must be given to the words "stored or kept." Their Lordships think those words must have their ordinary meaning, so construing them their Lordships come to the con-

(1) *Penchen vs. City Mutual Fire*, 18 A. R. 446.

(2) *Mitchell vs. City of London Ins. Co.*, 15 A. R. 262.

(3) 10—O. W. R. 761.

clusion that the small quantity of gasoline which was in the stove was not being stored or kept within the meaning of the statutory conditions," and the order appealed from was reversed and the plaintiff's claim allowed with costs. This decision may nullify warranties in use in British Columbia, such as the sprinkler warranty, gasoline warranty, clear space warranty, etc., unless these warranties are printed on the policy in different colored ink and are labeled or marked "Variations in Conditions" as prescribed by law. In a case that came under my personal observation on all fours with the case last quoted the policy contained a permit that the assured might carry not exceeding a certain amount of gasoline, but that same should not be handled by artificial light or in proximity to any stove. The opinion of the attorneys to whom this case was submitted was to the effect that following the decision of the Privy Council in the case last mentioned the assured had a right to maintain gasoline or benzine on the premises in small quantities and the fact that there was a permit on the policy prescribing in what manner the gasoline should be handled had no bearing on the matter as it was in effect merely a permit for the assured to do something which he already had the right to do. This permit went further and attached certain conditions to the use of gasoline on the premises, which, in the opinion of the attorneys above mentioned, was an endeavor to vary or enlarge the statutory conditions contained in the policy and that this can only be done in the manner prescribed by the fire insurance act. It would appear, therefore, that if you wish to enlarge upon, add to, or vary, any of the conditions in the statutory form that it must be done in the manner prescribed by the fire insurance act of British Columbia, and this will apply to all variations and warranties now in common use and otherwise set forth upon the policy.

"Oh Mother, see the man. What is he doing?"

"He is writing a policy on a Brick Building, my daughter."

"Is he a Board Agent, Mother?"

"No my daughter, how can you ask such foolish questions. No Board Agent ever writes Brick building policies anymore."—California Knapsack.

Go With the Realty.—Light, air and access to property are rights that go with property when it changes hands, according to a decision handed down March 7 by the appellate division of the New York supreme court. The appellate court also says that the seller of property has not the right to reserve such rights as light, air and access, nor may such seller reserve the right to bring suits for any violation of the easement rights of light, air and access.

Incendiary Fire Wipes Out Town.—Albuquerque, N. M., May 5.—The town of Melrose, 100 miles east of here, practically was wiped out by fire early today. The authorities expressed the opinion that the fire was of incendiary origin and part of an unsuccessful attempt to rob the First National bank. The entire business district was destroyed.

There Are No Safety Reserves in Fire Insurance

A distinguished gentleman delivered an address at a recent meeting of fire underwriters, during which he referred to "reserves" as something imposed by law in the interest of the safety of the company and the loss claimant, and therefore not objectionable to strong companies. Possibly we do not understand him.

The companies must reserve a part of the premium until it is earned; and other liabilities for losses incurred and for unpaid bills must not bring the total up to a sum that impairs the capital of the insurer. But there is no reserve, as in life insurance, to meet losses and make claimants and stockholders reasonably safe. In law there is no reserve for depreciation nor for conflagration losses—unless, of course, we treat the paid up capital as a reserve.

There is no such thing, in law, as a reinsurance reserve. There is an unearned premium reserve—a percent of the premiums collected—which is maintained to repay the premium-payers in the event of cancellation of the policies. Usually a company reinsures when it retires, using the unearned premium reserve to effect the reinsurance. The premium claimants are preferred creditors, for not a dollar of the premium reserve can be applied to the payment of losses by fire.

Loss claimants are secured only by the amount of the policyholders' surplus and any additional liability of the stockholders.

Epigramma Cunninghamma

An insurance man should be personally fitted and equipped for success in any business or profession, with an intense liking for the business he is engaged in. To some, insurance may be an acquired taste, but the sooner they get to thoroughly like and appreciate it, the better will be their service and the happier.

What you esteem offensive meddling with your business by a competitor may simply be commendable attention to his own.

A special agent inspecting the business of an agency found a risk in all respects unin-

surable, and said to the agent that he must have written it for the sake of the commission. "Thanks," coolly replied the agent, "for not thinking me a d—d fool."

Fire Insurance Offices and the Arbitration Clause in England

We find the following complaining letter in the London times of April 15:

Sir:—In the Financial Section of The Times of March 10 you published a most interesting article on insurance; wherein it is stated that the modern enterprising system of insurance is based on the recognition of three principles:—

(1) That the public desires by insurance to protect itself against all sorts of contingencies;

(2) That the security must be excellent and the settlements made in a liberal spirit; and

(3) That the assured is prepared to pay a fair price for the protection.

Those principles are most admirably stated, but there is a point with which the ordinary man in the street is not generally acquainted and to which, Sir, with your permission, I should like to call attention. Nearly all the larger insurance companies belong, it would seem, to a ring, and the members of that ring are not apparently allowed to issue a policy without an arbitration clause in it. Attention is not drawn to the fact, and the clause is hidden away in small print among many other clauses referring to acts of God, etc. The clause appears to favor the company at the expense of the individual, and many people do not become aware of this clause until it is too late. Insurance companies usually settle small claims liberally—possibly on the principle of setting a sprat to catch a whale—but a larger claim is often disputed and then referred to arbitration. The arbitrator is human and gets more business from the company than he does from the claimant and—be it ever to his discredit—he is apparently sometimes influenced by that fact.

It has been my custom to insure buildings, family jewelry, cars, machinery, servants, workmen, casual laborers, standing timber,

underwood, etc. I have rarely made any claims and only once, I think, have I made one of more than £10. I bought an estate and insured, among other things, the timber and underwood against fire at the value placed upon them by the vendors. There was a large fire a year or two later; the damage was carefully valued by a competent firm and a claim was made on my behalf. The insurance company could not agree to pay the amount and the matter was compulsorily referred to arbitration by this clause, which I had not previously discovered. I found that the company did not dispute the amount of my claim or the amount of the damage done, but they stated that the timber on the estate was underinsured. I pointed out that the timber had been valued for the vendors and that it was insured for the sum stated in that valuation, and that it was unusual to find a value of that sort too low. They did not revalue the timber, nor did the arbitrator. The latter, who was well-known in his profession, walked over the estate and then wrote to me that at a moderate estimate my timber was worth a sum considerably higher than that for which it was insured, and then made his award on the higher basis! By the clause in the policy there is no appeal, and I was paid only a fraction of my just claim, which, as I have said, was not disputed. The timber on the estate has lately been revalued for another purpose and, oddly enough, this recent valuation coincides almost exactly with the original valuation, allowing a slight increase in value due to growth and replanting over and above the felling that has taken place.

All this seems to me to confirm the theory that insurance companies do not go to law if they can avoid it, because their "liberal spirit of settling the larger claims" is thereby brought to the notice of the public; whereas, settlement by an arbitrator, to whom one is bound to appeal and whose decision one is bound to accept as final, is a case, as it were, heard *in camera*, with greater advantage to the company than to the individual.

Owing to the existence of a ring, it is difficult to find a company "where the security

is excellent" who will issue a policy without an arbitration clause. However, the difficulty is not insuperable, and the abolition of the clause is in itself a sufficient guarantee "that settlements will be made in a liberal spirit."

I am, Sir, yours truly, Juggins.

Is This Quite Honest?

There is only one *Ætna*. It does not want to be confused with any other *Ætna* something. Very naturally, too, for the old *Ætna* has established and maintains a first-class reputation.

We ask, therefore, is it honest for the *Ætna* Life and the *Ætna* Accident and Liability to advertise themselves as "the *Ætna*"? It is easy for either company to give its name as the *Ætna* Life or *Ætna* A. & L., a simple matter, which strict honesty requires.

But we find both these companies advertising—

Ætna Auto Policies. And they are not *Ætna* policies at all. If there is any resistance of claims, the *Ætna* would share any odium attached thereto. The Automobile Ins. Co. of Hartford, apparently, shares responsibility for this unwarranted use of the *Ætna*'s name.

The frog story of the farmer who bought frogs' legs, complained of the price and offered a bushel at a tenth of the price, and after all the frog serenades was able to deliver only one pair, is again going the rounds. "They made so much noise I thought there were a million frogs on my place," he said. The story was printed in the *Coast Review* some thirty years ago.

When you travel in Norway you will find everywhere one sign of antiquity. It is cow's milk cheese. A returned traveler says "they say" the peasants make this delicious delicacy and then bury it under the cottage threshold. When visitors refuse to enter the door it is certain the cheese is just ripe. Herr Limburger tells me this is a gross libel.

Be wise and put your money in the savings bank and life insurance.

The State and the Insurance Company

From an Address by David Rumsey of the Continental Ins. Co.

The diversity of views concerning the authority of the state over the business of insurance is great and although the subject has been one of vital interest for many years, its uncertainties remain about the same today that they have been during generations. All insurance men are familiar with the great case of *Paul vs. Virginia*. They discuss it with facility, and almost uniformly disagree with its conclusions. Dissent from the conclusions of the supreme court is perhaps natural in view of the fact that the adjudication was rendered in 1868 and since that time the nation has progressed and the business of insurance has broadened with the widening and enlargement of business activity, so that today the practical aspects of the subject are materially changed in many respects from those which were then under consideration. All insurance men are familiar with the case of *Paul vs. Virginia*, but it is equally true that, with possible rare exceptions, no insurance men have heard of the decision rendered in the case of *Santa Clara County vs. Southern Pacific Railway Co.* The two cases establish that, while a corporation is a person, it is not a citizen, and the two decisions, at least in so far as these propositions are concerned, have been reiterated by the highest court of the country to an extent which renders it as certain as such matters can be, that these propositions will continue to represent the law until all of us who are here to-night have ceased to be interested in the insurance business.

The holding that a corporation is a person means that it is subject to the provisions of the fourteenth amendment of the constitution of the United States and thus is accorded the same right as that which is given to individuals to the protection of due process of law and the right to the equal protection of the law. The holding that a corporation, although a person, is not a citizen, deprives the corporation of the constitutional right to the privileges and immunities of citizenship which individuals are guaranteed throughout the states of the union. Translated from the nomenclature of jurisprudence into the parlance of the business world, this means that while the insurance company is protected against arbitrary discrimination and confiscation of its property, it is nevertheless an alien in every state of the United States, other than that of its origin and, therefore, may be ex-

cluded from the privilege of doing business or admitted to that privilege only on such conditions as the various states see fit to impose upon it. However unjust or unreasonable this may be, as a matter of common sense or competent arrangement for the conduct of business in a country so interdependent in its various parts, nevertheless such is the law, and the condition must be reckoned with as one of the difficult factors to be regarded in any attempt to adjust the relations between the states and the insurance companies upon a satisfactory basis.

As we all know, the case of *Paul vs. Virginia* originated the doctrine that fire insurance is not interstate commerce. It may be that a different conclusion could have been reached by the supreme court at the time when the subject was first presented, but the fact remains that a different conclusion was not reached. It may be that the court might reasonably have been induced to change its oft-repeated ruling upon this point through considerations of modern methods of conducting the business of fire insurance. The fact remains, however, that the doctrine has been considered and reiterated and that a very recent enunciation of the supreme court has continued the ruling and put at rest whatever lingering doubt may have existed as to the possibility of securing a different interpretation of the constitution.

We have heard for many years statements that the business of fire insurance is a private business which should not be regulated by law any more than the business of buying and selling commodities, but be this as it may, there is no advantage to be gained from a general acceptance of the proposition so long as the business is conducted by means of corporations and the ruling continues that corporations are aliens in every state except that of their origin. Whether conducting a business private in its nature or public in its nature, the alien corporations may be excluded or admitted only upon terms, and this fact is sufficient to give to the states generally full power to secure control of the business.

My personal belief is that fire insurance is not a private business but rather an enterprise which is affected by a public interest so that even if the decision of *Paul vs. Virginia* were reversed today and the corporations were accorded the rights of citizenship throughout the country, nevertheless the quasi public character of fire insurance would be sufficient to support state regulation. However this

may be, fire insurance has been regulated for generations and this regulation has been so obviously in response to popular belief in the benefits of supervision, that even if the courts should break down the legal principals upon which the right to regulate the business is now established, it seems palpable that the people of the country would insist upon its continuance and would adjust their fundamental laws so as to permit it. We have had regulation with us for generations and we will have it for the future as we have had it in the past

Transcontinental Line Finished

Prince Rupert, B. C.—With the completion of the Grand Trunk Pacific's transcontinental line, the last spike of which was recently driven at Nechaco River Crossing, linking the Atlantic and Pacific oceans by another band of steel, a big trek of settlers is going into the rich interior valleys of central British Columbia. The trains are crowded with farmers, merchants, landlookers and opportunity seekers of every kind, who are taking advantage of the long - awaited railway connection to get into this rich new territory.

San Diego Votes Bonds for New Water Supply

San Diego, May 6. — San Diego has voted \$1,500,000 in bonds for the purchase of the Morena water sheds, reservoir and dam on the promise of John D. Spreckels, owner of the water property, that he would use the money for the completion of the San Diego and Arizona railroad. Spreckels has agreed to buy the bonds.

Fire Destroys Mining Town in Alaska

Fairbanks (Alaska), April 4.—Flat City, in the Iditarod district, was almost wiped out by fire yesterday, according to wireless advices received here. Twenty buildings were destroyed, including the Artic Brotherhood Club house, Connelly's saloon and bathhouse, the McConnell building, Clement & Coon's photographic gallery and several residences. The fire started in a lodging-house, and, fanned by a strong wind, spread rapidly. Little insurance was carried on the destroyed property.

Three Women Burned to Death at Yuma

Yuma (Ariz.), May 12.—Three women were burned to death early today in a fire which de-

stroyed the Hotel Imperial. After the flames had been subdued the bodies of Miss Naomi Strong and Miss Genevieve Brown, school teachers, and Miss Brown's mother, were found together where the head of the stairway had been. The loss was \$7,000, partially covered by insurance.

A Great Ship

The new Hamburg-American liner measures 950 feet in length, while the top of the foremast rises 300 feet, the height of a skyscraper, across the keel. The stockless bow anchor, which in the picture is seen protruding from the hawse hole at the prow, is the largest in the world. It weighs 11.8 tons, while the starboard anchor weighs 10.5 tons. The liner has a tonnage of 58,000, or 5,000 more than the sister steamship Imperator. She carries eighty-three life boats, which fully provide for the 4,050 passengers and 1,200 members of the crew.

The U. S. supreme court has ruled that where a lone ship (Titanic) is wrecked, the law of the country in which the suit is brought governs the liability. The American law limits the liability to the salvage. In the Titanic case the salvage was \$91,000. The total claims are about \$13,000,000. Under British law the liability of the owner of the Titanic is \$3,000,000, but if the wreck was the fault or with the knowledge of the owner the liability is unlimited. The managing director was aboard and ordered full steam ahead.

The Cologne Reinsurance Company reports a satisfactory year. After writing off M. 409,746 for depreciation in securities, following the writing off a similar amount in the previous year, a profit of M. 1,141,910 is shown on 1913 transactions. In a majority of fields the fire reinsurance business did not produce satisfactory results. The premium income exceeded 40 million marks (\$10,000,000.)

We find it increasingly difficult to get business by states figures reported early and completely, and will probably have to abandon these figures as a feature of the Coast Review Fire Chart.

The Illinois insurance commissioner threatens proceedings against the Western Union if it does not reform. He demands an immediate reduction of rates in the state equal to \$2,400,000.

The New York state insurance department will stop all competitive insurance rate wars.

FIRE INSURANCE

Clauses in a Mutual's Grain Policies

The following clauses are a part of a policy issued by the Northwestern Mutual Fire of Seattle. No copy of the by-laws is attached to the policy:

"In consideration of the rate at, and the special terms upon which this policy is issued, the insured in accepting same waives any and all claims for participating in the dividends and profits of said association which he, she, it, or they might otherwise have had by reason of the issuance of such policy."

"The insured under this policy is hereby given the privilege of having it cancelled at any time upon request, upon a pro rata basis, instead of at the customary short rate."

Colonel Cunningham, who resigns the presidency of the Glens Falls, is 74 years. Returning from the Civil War he became a special agent for the Glens Falls. In 1872 he was elected secretary. In 1892 he succeeded President Little. The new president, Russell Little, is a son of the former president.

Edw. F. Beddall, United States general attorney of the Royal and president of the Queen and Royal Indemnity, passed his 75th birthday last week, and was delighted by a present of exactly seventy-five royal red roses.

The recent supreme court decision at Washington specially upholds the exemption of mutuals from the operation of state rate-makers. This exemption does not apply to interinsurers and Lloyds.

C. W. Hawxhurst, it now transpires, had recently allowed his life insurance policies to expire. That fact does not support the theory of suicide.

Chicago, May 1.—Witkowsky & Co. is the name of a new agency.

Paul Kingston is still carrying that good right arm in a sling. He was kicked by his automobile while cranking it. An accident policy assuages the pain.

Coast Fire Business in 1913

The annual Coast fire business figures of 124 companies, gathered by the Coast Review, are printed in final form in the Supplement which accompanies this issue of the Coast Review. The number of reporting companies is the same as a year ago. The average premium per company has slightly increased. In California it is a little less. The San Francisco average is considerably less.

The California loss ratio, 44, increased 10 points. The Coast loss ratio, 47.5, increase 7 points.

The average loss ratios, as estimated by this journal last February, are borne out by these latest and complete figures.

The total Coast premiums, \$32,148,836, is the largest ever reported. The actual total for the Pacific West including companies not doing business in California, are at least \$1,500,000 more. We may fairly assume that there has been an increase of \$1,000,000 in the fire premiums from this far Western field, without including the gains made in the Canadian West by companies not operating through American departments.

This West of ours is growing. The underwriting profit as a whole may fairly be assumed to have been 10 percent, with added liabilities however, and with a conflagration liability yet to mature.

The average premium rate in 1913 was 1.52; in 1912, 1.59; in 1911, 1.68; in 1908, 2.00. The average premium rate has been steadily declining. The San Francisco hazard has been lowered by improved fire protection.

Chicago. — Willis S. Herrick, a German, has been elected president of the Anglo-American company.

That quarter-million loss by the burning of the Maryland in Pasadena makes the loss ratio man sit up and take notice.

The local agent must be a hustler and never "asleep" if he would succeed these days. Get busy.

LIFE INSURANCE

Life Insurance Bulletin of the Utah Insurance Department

Dividend Estimates

A complaint against a life insurance agent accused of over-estimating dividends has given rise to considerable thought as to what may and may not be permitted in the way of dividend illustration. A few preliminary observations should be made. In the first place, both participating and non-participating insurance must be protected. Misrepresentation will do lasting injury to both. It is very evident that it would be unfair and in every way undesirable to prohibit dividend illustrations, as that would result in the practical elimination of participating insurance in future writings. But it is clear that the abuse of the privilege of illustration, must ultimately result in the entire prohibition of any dividend estimates or statements whatsoever. This prohibition if not reached by departmental ruling, as it has been in some states, would surely be reached by legislation, as it has been in others. Hence the only way to protect and perpetuate participating insurance, is to prevent abuse of this privilege.

All estimates of dividends to escape the charge of

Misrepresentation

must be based on the experience either of the company making them or of some similar company. In line with this idea, I have issued a ruling that annual dividend companies may use their present current schedules on recent policies of exactly the same kind as those now issued. Companies writing deferred dividend insurance may base their estimates on policies matured by themselves or similar companies, making due allowance for non-forfeiture features, interest earnings, expense ratio, and other elements that necessarily enter.

The abuse of the annual dividend estimate is in the attempt to carry it over too long a period. Since no company has been writing its present form of contract for very many years, it is difficult to understand how a company can legitimately use illus-

trations extending further into the future than past experience indicates. And yet

Instances Are Known

where dividends are directly or tacitly estimated for twenty, twenty-five, thirty, or thirty-five years, with improvement at compound interest. Some companies, I find, are issuing booklets and illustration blanks, covering long future periods.

Abuse is so inevitable where such blanks are placed indiscriminately in the hands of agents, that the only way to prevent it is to prohibit their use. Companies using them are hereby notified that they must be withdrawn from this state. In the case in point the illustration was carried out by the agent or by the applicant for a period of thirty-five years, and I rule that no company is justified in estimating its dividends that far in advance. There is no past experience on which any such estimates can be justly based. This prohibition is issued in all friendliness and with the positive knowledge that if abuses continue, the use of dividend estimates will be absolutely prohibited in the future as it has been in some states already.

The deferred dividend, confined as it is to a very few companies, is being gradually abandoned by the companies now using it. Greater abuse can arise in estimating this form of dividend than the annual, and for that and other reasons the companies themselves are voluntarily abandoning this form of policy. I now ask all companies placing

Deferred Dividend Contracts

in this state to furnish me with their literature and instructions to agent as to dividend estimates. This action was taken some three years ago and some abuses were found, which I believe have been partly removed. These companies must furnish their literature again and it will be closely scrutinized and objectionable features removed as far as possible.

Companies that make a strong feature of dividend estimates are always prone to issue comparative literature with this feature emphasized. I have already prohibited the

use of such literature where the names of other companies are mentioned. If any such literature is being issued, it must also be abandoned unless this ruling is contested in the proper way.

Companies issuing pamphlets containing annual dividend illustrations are hereby requested to furnish this office with copies of such pamphlets. Each company will be judged by the pamphlet or pamphlets it issues; and will be informed whether these are objectionable. I ask that they be handed to me immediately for examination.

Companies and agents writing

Non-Participating Business

are also admonished that it will be construed as misrepresentation for them to ignore the dividend element when making comparative statements with participating insurance. It has come to the notice of this department that some agents in making oral and written comparisons entirely ignore the dividend feature of participating insurance, and make comparisons of their gross rates with the gross rates of the participating companies. Whenever non-participating insurance competes with participating, the regular dividend scales of the participating companies must be taken into account in all comparisons made.

Willard Done, Commissioner.

An interesting development is announced by the London Life Association. Hitherto the association (says *The Times*), which is a mutual office paying no commissions, has specialized in assurance with reduction of premiums, charging comparatively high rates at first and allowing large reductions at the end of the seventh and subsequent years. It has been able to show excellent results in this way. Now it intends to provide an alternative system of allotting bonuses on the compound reversionary plan and so will compete with all the offices which practise this plan. The directors state that as a result of an investigation of the with-profit business of the past ten years they feel justified in anticipating a yearly compound reversionary bonus of 35s. per cent. Special provisions are made for the financing of this scheme; it is pointed out

that the whole of the profit or loss from mortality is to be thrown on the new fund, but that in order to prevent violent fluctuations in the rate of bonus in the early years a minimum bonus of 30s. will be guaranteed for each year down to June 30, 1925. The amount to be charged for expenses of management each year is to be 3s. per £100 of assurance at the end of the year, exclusive of bonus.

Metropolitan Life and War Risks

Until further notice the Metropolitan Life Ins. Co. will entertain applications for the benefit of bona-fide dependents on members of the militia, national guard, naval reserve or men about to enlist therein—up to \$1,000 intermediate, any plan; up to \$2,000, twenty-payment life ordinary (or any plan carrying higher premium).

First premium to be paid annually in all cases and on binding receipt.

On acceptable risks these policies will be written at regular rates, without extra premium, and for the full benefit in case of death. Policies will be issued with free disability provision, except in states where we must charge for this privilege, if desired.

Canvassing at recruiting stations or military encampments is not permitted, however. The applicants must be residents of the towns or cities in which they are written up and must be examined by the local examiner.

For applicants in the regular U. S. Army or Navy the present rule will be maintained. The company writes on officers only, and these for special class.

The insurance of persons already insured in the Metropolitan and who may enlist if war be declared, is not prejudiced, either in the ordinary department, (including intermediate) or in the industrial department, even though there be a restrictive clause in the policies. Policy-holders are entirely free to enlist in either the army or navy, and, in the event of death as a result thereof, the claims will be promptly paid.

What may be the company's action as to new applications submitted after a certain future date (of which the company will give due notice) is at present undetermined.

INSURANCE OF ALL KINDS

Burglary Insurance In Ancient Egypt

Some thousands of years ago the Egyptians punished ordinary theft by cutting off the "offending members," the hands. House-breaking was sometimes treated as a capital offense and punished by hanging. But, as in China today, there was a sort of insurance whereby the stolen goods could be recovered. In China the robber bands levy a tax or premium on a town or district. The payment of this tribute is a guarantee that no robber band will molest the inhabitants for a whole year. In ancient Egypt the professional thieves had a chief, to whom they regularly reported every theft and burglary, stating the day, hour, house and place, and describing and estimating the value of the stolen articles. This head thief was known. The owner of the stolen goods notified him by letter, giving a description thereof and naming the place and time of the theft. The goods were restored to the owner after he had paid one-quarter of their value. For a reasonable time thereafter, it may be assumed, the victim was "insured" against a similar burglary and theft.

Journalism

Every kind, size and frequency of privately owned newspaper depends on its advertising support for patronage. There is little or no subscription money made over and above the cost of paper and press work.

Trade papers are the employees of the traders (and insurers) and must be paid a profit over and above the expenses of getting out the edition. Some papers cost for paper and press work and ink and binding and mailing more than the net subscription receipts.

It is said that some of our great dailies are nearing that point when the size of the circulation will be so large that no possible advertising patronage will pay the expenses piled up by the circulation. Every additional subscriber means an additional expense.

It is a curious fact that a reduction in the

subscription price of an insurance journal brings no additions to the subscription list.

Some Mutuals Not Yet Paid

We are told that the Smith Lumber Co. is still grieving over the failure of a number of its insurers—that is, their failure to pay claims long over due. Smith keeps mum, and declines to give the Coast Review any information as to his unpaid insurance.

Kansas a Land of Simoons

What is the matter with Kansas? Drouths, grasshoppers, old maids, skinny humans, hardpan, hot winds from Texas, dry north winds from the Canadian Rockies, extreme cold, extreme heat, sudden changes of the temperature, shallow wells, no real rivers, few living creeks, no forests, small towns, no large cities, no factories, high elevation above the sea-level, frequent crop failures, cool nights, cold winters, hot summers, "raising Cain," native sons of crank parents, poverty, hopelessness. The wonder is that every Kansan does not commit suicide. Populism started in Kansas, Greenbackism and the "Crime of '73" flourished in Kansas. The fire insurance companies risked much to protect Kansas, and now the freaks won't allow them to make a dollar to lay by surplus to pay the extra losses of a dry summer or an 18-months-without rain, oh Beans Pomeroy. Poor bleeding bamboozling Kansas, land of poverty, punkery and piffle!

It is probable that all solvent fire companies will withdraw from arid Kansas soon, because of the state-rating law. The organized locals in that state favored that law. We hear that some of them want such a law in California and would like the Washington law copied as an opening wedge to split things.

The mutualization of the Prudential is believed to be proceeding effectively. The non-participating business has been profitable.

F. C. Peterson of the Commercial Union Resigns and Will Become an Independent Broker

We are in a position to announce that F. C. Peterson has tendered his resignation to Manager Niebling, and on 1st of July next will withdraw from the service of the companies with which he has been directly connected for nearly half a century. Mr. Peterson, who is in the best of health and as energetic as ever, will remain a factor in the business, as an independent broker. He will immediately file his application for enrollment in the membership of the San Francisco Brokers Exchange.

We are permitted to print the correspondence which has taken place on the subject. It is self-explanatory and equally to the credit of both Mr. Niebling and Mr. Peterson.

Commercial Union Assurance Company Limited
(of London)

427 California Street,

San Francisco, April 22nd, 1914.

Mr. E. T. Niebling, Manager,

Commercial Union Assce. Co. Ltd.

Dear Mr. Niebling:

As it is my desire to devote my time and energy to building up a business that I may call my own, and, also, as I would like to be free from the confines of an office after a continuous service of over forty years, I herewith tender my resignation to take effect as soon as practicable in the immediate future.

The best years of my life have been spent in the service of the company and it has embraced more years than the average lifetime.

I leave the company with my best wishes for its continued success and may its progress be as phenomenal in the future as it has been during the past forty-two years.

My services with the company began in 1872, with Mr. G. O'Hara Taaffe, the company's first representative on the Coast, and have continued through the managements of Messrs. Hamilton and Sonnichsen, Mr. John Rae Hamilton, Mr. C. F. Mullins and yourself, and I am now the only one left of the office staff who were with me at that time.

My relations with the office have always been pleasant and agreeable and I regret very much the severance of them.

I remain,

Very truly yours,

FERD C. PETERSON.

Commercial Union Assurance Company Limited
(of London)

558 Sacramento Street,

San Francisco, April 27th, 1914.

F. C. Peterson, Esq., City.

Dear Mr. Peterson:

I have for acknowledgment your letter of the 22nd inst. resigning your position with this company after a service of over forty-two years, and I not only note your desire to devote your time and energy to building up a business that you may call your own and to free yourself from the demands of an office position, but am in entire sympathy with your motives and aims.

I accept your resignation with regret and, as verbally agreed between us, I fix the 1st day of July as the date of its effectiveness so that I may have ample time to readjust our city department.

Forty-two years is a mighty long time, and as I have been in personal touch with your business life for nearly thirty years I can testify—and without reserve—that you have been loyal and faithful and have given us the best that was in you, and I cannot do less than wish you all manner of success, and that in the highest degree, and to reiterate that I most sincerely regret being called upon to contemplate the severance of relations that have been so close and of such long standing.

Sincerely yours,

E. T. NIEBLING,

Manager.

The Liverpool & London & Globe paid 24 shillings dividends per share, less tax, for 1913.

Manager Devlin of the Atlas tried the "rest cure" in Santa Cruz, and has returned to his desk rested and looking as well as he feels.

California has a mortgagee guarantee insurance company.

Lectures to Associate Members of the Fire Underwriters' Association of the Pacific

T. H. Williams, chairman of the library committee of the Fire Underwriters' Association of the Pacific, announces that the following course of lectures will be given to the associate members at the Board rooms, Merchants Exchange building, San Francisco. All meetings will convene at eight o'clock sharp. The first meeting on May 11th will be open to all those employed in the fire insurance business.

Application for membership may be made to J. P. Moore, librarian, or to Mr. Williams.

May 11—Schedule rating.

May 25—Reinsurance.

June 8—Classification and Lines.

June 22—General Accounting.

July 6—Annual Statements—Insurance Reserve.

July 20—Correspondence.

August 3—California Standard Policy.

August 17—Policy Forms.

August 31—Endorsements.

Sept. 14—Contribution and Apportionment.

Sept. 28—Inspections, Special Hazards.

October 12—Agency Methods.

October 26—California Insurance Code.

Where the proper construction of an accident insurance policy is not free from doubt, recourse may be had to the preliminary negotiations between the parties to determine the correct construction.

Where, in an action on an accident policy, it appeared that at assured's request the word "sunstroke" was stricken from a provision that the policy should not cover casualties resulting from certain causes, the court could not hold, as a matter of law, that sunstroke is a disease, and not such a casualty as was covered by the policy.—*Mather v. London Guarantee & Accident Co.*, 145 N. W. 963.

The New England Mutual allows its policyholders to fight Huerta.

A paper signed by decedent purporting to change the beneficiary in an industrial life policy, would not have that effect if it

was not consented to by the original beneficiary, where the policy did not provide for change of beneficiaries without the beneficiary's consent.—*Wachtel v. Harrison*, 145 N. Y. S. 982.

Northern Life

This Seattle company has undergone the usual official examination. Washington and Idaho state departments joined in this examination. The examiners found everything o. k., just as everybody expected. The annual statement was found correct to a cent. The claim record was inspected and all claims were found to have been paid promptly.

This eight-year-old Northern Life is ably and economically managed. It is expected to have \$10,000,000 of insurance in force soon.

The surplus as regards policyholders is equal to nearly 26 percent of the admitted assets. That is good security.

Return of the pro rata unearned premium held a condition precedent to the insurer's right to declare an insurance policy void, though the policy stated that it should be void at the insurer's election if the property insured should become incumbered.

In the absence of statute or condition in a policy authorizing the taxing of attorney's fees, such fee cannot be recovered in an action on an insurance policy.—*St. Paul Fire and Marine Ins. Co. v. Peck*, 139 P. 117.

The award of appraisers, selected under a fire policy to determine the amount of loss, must conform in substance and form to the agreement for submission to appraisers.

One claiming that a contract was ratified after majority had the burden of proving such ratification.—*Healy v. Kellogg*, 145 N. Y. S. 943.

And Not If His Life Is Insured.—"A man is soon forgotten after he is dead," mused Mrs. Gabb.

"Not if you marry his widow," replied Mr. Gabb.—*Cincinnati Enquirer*.

CALIFORNIA FIRE BUSINESS IN 1913

CALIFORNIA fire premiums in 1913 fell off about \$200,000. As the San Francisco premiums are \$633,174 less than for the preceding year, it is evident that there was some increase in "the interior." The state is growing in insurable wealth. Improved fire protection has caused a lowering of rates and a decline of income in San Francisco; but there, as well as elsewhere, it is known that there has been an increase of insurable property and of risks carried by the insurers. The loss ratio for the entire state was 44. For the state outside of San Francisco it was about 50. In some districts the underwriters made no profit.

COAST FIRE BUSINESS IN 1913

LARGEST amount written, largest premium income, largest gain in premiums, and largest total of losses, excepting the year 1906. The number of companies is 124, the same as in 1912 and 1891. The average of premiums per company was \$259,200; in the previous year it was \$249,806; in 1907 it was \$295,909, the largest ever. In 1881 the average was only \$37,838. The fire loss ratio last year was 47.5 percent, the largest since 1898, excepting 1906 of course. The loss ratios in the rate-war years were: In 1895, 53.4; in 1896, 56.5.

British Fire Insurance Business in 1913

Company	Premiums		Losses 1913	Capital Paid up	Loss- es	Ratios	
	1912	1913				Ex- penses	Com- bined
Abstainers & General	£ 2,287	£ 2,797	£ 1,335	£ 22,500	47.8	41.6	89.4
Alliance	1,325,465	1,347,629	564,460	1,000,000	41.8	38.3	80.1
Atlas	1,082,440	1,124,296	531,149	264,000	47.2	37.0	84.2
British Crown . . .	*117,596	*143,539	77,525	100,000	54.0	39.8	93.8
British Law	103,774	108,603	42,377	150,000	39.0	46.4	85.4
British General . . .	*76,761	*112,790	56,739	25,000	50.3	27.6	77.9
Caledonian	445,155	452,586	234,363	107,500	51.8	37.5	89.3
Century	72,897	92,073	46,985	35,000	51.0	37.3	88.3
Cornhill	a33,551	a31,566	22,602	5,000	71.6	3.0	74.6
Hibernian	10,615	12,272	2,306	21,200	18.8	48.6	67.4
Law Union & Rock .	241,515	240,010	112,905	165,000	47.0	38.3	85.3
Legal	156,551	190,785	106,716	100,000	55.9	40.0	95.9
London Assurance .	681,140	695,147	325,536	448,275	46.8	39.4	86.2
London & Lancashire	1,645,257	1,713,442	846,644	264,125	49.4	34.4	83.8
Nat'l of Great Britain	65,004	68,598	27,207	50,000	39.6	36.8	76.4
Phoenix	1,404,907	1,403,802	724,566	422,855	51.6	39.3	90.9
Provincial	24,145	28,866	12,705	90,000	44.0	38.8	82.8
Royal Exchange . .	839,607	883,987	467,358	689,219	52.9	38.4	91.3
Scottish Ins'ce . . .	14,600	12,027	7,472	30,000	62.1	33.8	95.9
Scot. U. & Nat. . .	721,082	757,846	385,351	300,000	50.8	36.5	87.3
State	203,174	210,051	117,259	70,000	55.8	37.7	93.5
Traders & Gen. . .	*12,428	*17,836	10,698	5,625	59.9	25.6	85.5
West of Scotland. .	33,099	37,533	18,025	35,000	48.0	35.5	83.5

* Fire and accident business not stated separately a Less commission and re-insurance
—From The Policy-Holder.

ADDRESSES

Delivered at the "INSURANCE DAY" Celebration

as a preliminary to the

World's Insurance Congress Events

at the

PANAMA - PACIFIC INTERNATIONAL EXPOSITION GROUNDS,

SAN FRANCISCO, CALIFORNIA

APRIL 18th, 1914

Introductory Remarks of W. L. Hathaway, Commissioner of the World's Insurance Congress Events, P. P. I. E., at "Insurance Day" Exercises in Machinery Hall, Saturday, April 18th, 1914

"Insurance Day," April 18, 1914, has a special significance to this gathering, this city and this State, as it will for all time be an example and a lesson to the entire world; for, standing here today, the first big public gathering in the first completed building of the greatest International Exhibit that the world has known, erected by a city that eight years ago was wiped off the face of the map as far as its material construction was concerned, it is well to apply the principle of "render unto Caesar the things that are Caesar's, and unto God the things that are God's;" and, while I do not wish in the slightest to detract from that God-like manhood and womanhood that showed itself in this city, the credit that is justly theirs for the heroic parts they played throughout those trying days and the years that have succeeded them, still it is well today to "render unto insurance those things which to insurance belong;" and to acknowledge to ourselves and to the world that insurance rebuilt San Francisco; and that while it rose, Phoenix-like, from its ashes, that it rose upon a foundation the basic system of which is applied throughout civilization; and that man's truest and greatest co-operative system was proven (in the distributing of a great loss to rebuild a great city), over the face of the entire earth.

San Francisco is an "insurance city," rebuilt by insurance money, life as well as fire, and we, as an insurance community, assembled here today fifteen thousand strong, claim it as our exhibit at the Panama-Pacific International Exposition; and I say to you insurance men gathered here today that if you do not make the most of this exhibit—if you do not from this time out educate the entire world to look upon this city as the insurance exhibit—you will not only be losing an opportunity, but you will be failing in your duty to the business which you represent; for it is your duty as an insurance community to make the entire world understand that the insurance exhibit at this Exposition exceeds in grandeur and accomplishment all other exhibits that will be here, for it is, remember, the entire city of San Francisco, and incidentally this Exposition itself, which is the outgrowth of the city rebuilt by insurance money.

This being the first great gathering in the first completed building of the greatest Exposition ever given by a Christian nation, it seems well that we should acknowledge whence we all draw our power and inspiration, and for that purpose I will call upon the Rev. F. W. Clappett for an invocation of blessings upon that which is, and strength to carry out those things for which we have planned and obligated ourselves.

The Rev. Dr. Clappett, rector of Trinity Episcopal Church, then delivered in his usual impressive manner an invocation appropriate to the occasion.

Following this Commissioner Hathaway, as chairman of the day's events, introduced with appropriate remarks, in succession, President Charles C. Moore, Hon. Warren R. Porter, Robert Newton Lynch, Hon. James Rolph, Jr., and Hon. Willard Done.

Address of Welcome, by

C. C. MOORE,

President of the Panama-Pacific International Exposition

Of all the great congresses and conventions to gather on these grounds, and to date there are two hundred and twenty-five of them, the first of them all to organize was the World's Insurance Congress. The first gathering on these grounds, today, of all those conventions is again those forces and influences connected with the World's Insurance Congress.

It is my hope and my belief that of all those great organizations that will leave their marks in history—that will make for the credit of our country and the glory of our Exposition, there are none of whom I expect more than I do of the same World's Insurance Congress.

Insurance is such a broad subject—so little understood. I might well say to you, "What a mighty book it would take to carry what the average man does not know about insurance." In our ignorance we are disposed to regard these men as those who come to us and collect money for services unperformed. We regard them, in a sense, too many of us, as a sort of social parasite.

I wouldn't say that my viewpoints were extreme as that, but I must confess that one of the great comforts of my life is the fact that to me the curtain has been raised, and I have learned to know what insurance means, and to know and honor insurance men; and to come to realize how not only they protect the merchant and the manufacturer, but further how they provide those material needs and those blessings in the hour of suffering and trouble.

Therefore I say, "Blessed is the insurance man," for in his operations not only does he work for profit to himself, but to the advantage and protection of the insured.

In this gathering today, as will be in the World's Insurance Congress, I take it that all insurance activities are represented.

Those that hear me will refer back to those eventful days eight years ago. As for me, as a citizen, I want to forget the disaster, and remember only the glory of 1906. That is the thought that should take hold of us. We were tried in the forces of the elements. We could not have made such men of ourselves, nor presented such a picture to the world of American courage, fortitude and energy, had those eventful days been denied to us. Therefore I say that the example of San Francisco will be an inspiration the world over, to men who must meet the forces of the elements.

If the Exposition will be the direct or indirect means of having the world better understand the forces, the influences, the benefits, the public-spiritedness that are involved in insurance operations, the Exposition will feel that that alone will have justified all its effort here.

In closing I want to say to you that I hope you will realize that the world's elect will come here in 1915—the best from all cities and all countries—bringing with them the delegates of insurance activities and the friends of insurance men, for then you will hasten to organize definitely, along a line of receiving these people. The individual's efforts, well intentioned as they may be, are too often misdirected.

Therefore, throughout your organizations of fire, life, marine and other heads, set to work to have your first district organizations lead up to a central body that will take in hand the work of reception and entertainment of those of your profession who come here.

It is not how we may rival the great Expositions of the world. It is not the vastness nor the splendor of our exhibits that will count. If that personal element is lacking; if that personal token which we carry long after the objects of the Exposition is forgotten, then the insurance men of San Francisco will have failed of the high purpose entrusted to them. I know they will not fail, and therefore, while I have not definitely planned the future of it, I feel that I am within the words and the

mind of your commissioner when I say you can serve the Exposition in no better way than by immediately organizing; so that it matters not where the insurance man comes from nor where his friends come from just so they will meet from the San Francisco insurance men with the same hospitality and the same hand of good fellowship that will be extended to those who come from other avenues of trade and commerce.

Thrice welcome, therefore, is today, the beginning of the World's Insurance Congress on these grounds. Every influence and facility of the Exposition will always be at your command, gentlemen.

Address of Welcome, by

HON. JAMES ROLPH, Jr.,

Mayor of San Francisco

We are gathered here this afternoon on the Exposition grounds in this marvelous Machinery Hall, called together by Mr. W. L. Hathaway, Commissioner of the World's Insurance Congress events of the Exposition, to meet the insurance men of the State to show them what we are doing.

Some of my fellow citizens say, "Let us forget eight years ago." But I say it is well worth while to let our thoughts wander back to April 18, 1906, and those days following the earthquake, when San Francisco lay in ashes, and when the fires devastated miles of this beautiful city.

Can we forget the pluck, and the enterprise, and the energy, and the optimism of the men of those days—the spirit that came down from our pioneer fathers—making it possible for you San Franciscans to stand here today in this marvelous building on the Exposition grounds and to extend a welcome to the insurance men of the State and to the insurance men of the country?

What would we have done without the insurance men following that great catastrophe, destroying, as it did, two hundred odd millions of dollars of property—money repaid to us by insurance men, and with which we have rebuilt this great city?

I do believe in insurance. I believe in fire insurance; I believe in life insurance; I believe in marine insurance, and I believe in miscellaneous insurance in all its branches, and you can count upon me as a booster for insurance, an advocate of insurance and a man who realizes the protection it affords to life and property, and the protection of the home and the family within the home.

I was happy to be able, as the Mayor of this city, to issue a proclamation declaring this "Insurance Day," making the people mindful of what insurance is, giving them a thought for the future protection of the home, family, business and all that can be insured.

In the name of San Francisco, I extend to you, gentlemen of the insurance world, a most hearty welcome.

We who are identified with the Exposition take a pride in what is being done here. We are proud of our president. When the gates swing open, on time, on the 20th of February, 1915, we will meet all parts of the world right here on this very ground. May we all meet next year, and in years to come, in this great thriving metropolis of the Pacific, in which we are all interested. I thank you for being in San Francisco today. San Francisco extends to you a welcome coming from the bottom of her heart.

Response to Address of Welcome, by

HON. WARREN R. PORTER,

In Behalf of the Commissioner for the World's Insurance Congress

The task of arranging this great celebration having fallen upon Mr. W. L. Hathaway, the Commissioner for the World's Insurance Congress, places the responsibility upon me of acknowledging the brilliant address of welcome to which we have just listened. This responsibility is, however, coupled with the opportunity for which I have long sought, to publicly testify, in this presence, to the courage, persistence and energy that President Moore has given to this vast enterprise. It is a source of deep gratification to me, who have played a small role in the public life

of his native State, to stand here and give my word of credit to the man, my life-long friend, who more than any other has brought into being the Aladdin palaces that surround us. Now that his dream of a few years ago is coming into a reality, I know I speak for all within the hearing of my voice when I say to him with a heart full of gratitude, "well done."

Significant, too, has been the role of the man for whom I am spokesman. I cheerfully embrace this opportunity to say of him those things that the entire insurance fraternity feels towards him and the magnificent idea he has conceived. In 1910 Mr. Hathaway formed the idea that the highest and noblest insurance ideals could best be served by bringing about a world congress. He began a campaign, almost unassisted, to bring about such a gathering at the Exposition to be held here next year. Since that time he has devoted himself to this plan with unselfish energy. He was the first to fully grasp the tremendous importance of insurance interests in world affairs. The whole scheme of insurance is so vast, so vital and so fraught with significance to the entire social order, that the bringing together of all these interests in one congress will have indeed far-reaching results. Practically all insurance companies of the United States, whether they be life or accident, fire or casualty, have been converted to the magnitude and importance of the insurance congress, and finally the Exposition directors have realized the epoch in the world's progress to be marked by the congress which will be held on this site in October of next year. It may be interesting to you to know that this is the first time in the history of expositions that the insurance interests have been accorded the importance and responsibility of a commissioner.

My close association with insurance affairs may prompt you to think that my enthusiasm for the cause has outrun my judgment and that I am vastly over-stating the significance of the World's Insurance Congress. I do not wish to oppress you with figures or statistics, but it is proper for us all to realize that the amount of money pledged for compensation, for the loss of human life and for the restoration of property destroyed by fire in the United States reaches such vast figures that the trained mind can hardly grasp any adequate idea of their real proportions. Do you realize that in these United States alone, more than one thousand, five hundred million dollars are paid annually for all kinds of insurance! It becomes apparent at once that the bringing together of the men who are spinning this web of protection around the social and economic affairs of the world is an achievement which not only captivates our imagination, but will inevitably result in great progress and reforms.

The insurance industry has been going through a constructive period to such an extent that until now all thought of bringing its diversified interests into co-ordinate action has been practically neglected. Within the last decade insurance in this country has made tremendous strides. Without detracting from the valuable assistance he has received from many men and other interests, I unhesitatingly give to Mr. Hathaway all of the credit for this congress idea and its promotion to date. He has devoted himself to this task since 1910; he has traveled far and wide; he has attended innumerable insurance conventions, where his voice preached the doctrine of the Panama-Pacific International Exposition and its world-wide importance; he has secured definite assurances from more than forty life insurance companies alone that they will hold their annual meetings for 1915 at this Exposition, and it is now estimated that the insurance congress events alone will bring to the Exposition more than two hundred thousand people. It is remarkable that this first great insurance congress will be held not only at a world's Exposition, but in the city of San Francisco, for the most stupendous exhibit ever conceived by any combination of industries will be the exhibit offered by the insurance world, namely, the great city of San Francisco itself, destroyed eight years ago, and today built stronger, greater and bigger by moneys promptly paid by insurance companies. This western metropolis, in fact the Exposition itself, is in a measure an insurance Exposition, giving indestructible testimony to the protection which insurance provides.

Insurance companies more than any other institutions control the great river of gold that is constantly streaming through the world's commerce. We hope through the congress of next year to bring about the advocacy of fair, intelligent and protective legislation; we expect to establish the co-ordination of the various

elements in the insurance world, and we plan to establish unified action among these great institutions along lines that will make for the world's social and material benefit. No commercial activity can possibly reach the fireside with such telling effect upon the future growth and development of the people of this land as does the institution which protects the home against calamity or loss. This protection must be accorded fairly to the insured and to the insurer. Both must work hand in hand, to the end that we may accomplish the greatest good for the greatest number.

I call upon the insurance men of California, especially those of this city, to recognize the importance of this great congress; especially, however, to remember that they will be charged with the responsibility of being hosts to the insurance world in 1915. The well-known and recognized hospitality of the city by the Golden Gate must not be permitted to suffer at our hands. I call upon you, therefore, to organize at once and to build energetically and earnestly and faithfully, so that we may creditably fulfill the obligations we have assumed.

I predict that the World's Insurance Congress will be one of the glorious achievements of 1915; that its effect upon our industrial and economic development will mark an epoch in the progress of our social order, and I bespeak for the congress your earnest and enthusiastic co-operation.

Address Delivered by

**HON. WILLARD DONE,
Insurance Commissioner of Utah**

It is both a pleasure and an honor, which I appreciate more than I can express, to be invited to speak on this momentous occasion. It affords me great satisfaction to be able to bring you direct from their meeting in Chicago, greetings and best wishes from the State Insurance Commissioners, in spring convention assembled; I have had the honor of presenting San Francisco's invitation to the commissioners to hold their annual conventions here in 1915; and, while definite action can not be taken at this time, it seems to be the consensus of opinion that San Francisco will be chosen as next year's meeting place.

It is also a great honor for me to bring you greetings from my own State, Utah, and Salt Lake City, the brilliant gem in the midst of the Rockies, with its secure and rugged setting of majestic mountains, rushing rivulets, salt sea and verdant valleys. As I was glad to be able to say on a previous occasion, Salt Lake and Utah stand ready to furnish a half-way house of hospitality, entertainment and refreshment for the millions who we hope will be San Francisco's guests in 1915. Especially are the insurance companies and insurance men of Utah pledged to promote in every possible way the success of the World's Insurance Congress. In my own capacity as State Insurance Commissioner, and speaking as well in behalf of other State officials, I wish you every success in your congress and in your Exposition, which mean so much to us, in common with you.

It is opportune here to felicitate the State of California and the city of San Francisco on the splendid enterprise manifested in the preparations for this Exposition, which promises to eclipse all former ones in completeness, magnificence, extent and meaning, and to be the last word in historical and educational exhibits. Indeed, it will be worthy of the event it celebrates, the greatest commercial and industrial achievements in history, the completion of the Panama Canal.

What I have seen here today has moved me deeply. I gaze on the magnificent sweep of your harbor—the greatest in the world; I look upon the incomparable beauty of the Golden Gate, open for the passage of richly laden vessels, before which the argosies of old sink into insignificance; I view with loving admiration the beautiful park adjacent, taken from sea and sand hill and made a place of recreation for countless millions; I contemplate this queenly city, new risen from the fiery ruins of eight years ago, and, sitting on her stately hills, ruling a province greater and richer than the world over which the Eternal City bore sway; and, last of all, I see the beauty already apparent in these Exposition grounds, and contemplate the splendor and magnificence they will display when the Exposition opens. As I mark these things, I feel like joining with you in the chorus of your California song.

I stand in reverence as I think of the glorious enterprise and intrepid courage you have displayed. Then I remember that only eight years ago today your city lay in ashes, your arteries of trade were choked, the voice of industry and commerce were mute, and the pall of sorrow and loss and death lay over this splendid domain, and there appeared on your horizon neither hope nor brightness, but only the darkness of grief and devastation. And I exclaim with awe, "What hath God wrought, by the God-like courage of men!" Nor do I forget the part played in this development by the great institution which we are assembled to honor, the admirable constructive, beneficent system of insurance.

For, if men and women have been the instruments of this reconstruction, insurance has been a means by which this modern miracle has been wrought. I recall that almost the first money available in the stricken city was that furnished as policy loans by the life insurance companies, on the most liberal terms and with the fewest possible restrictions. I also remember that as soon as men could begin to think and act, after the great and paralyzing calamity, a golden stream poured into the city from the fire insurance companies, continuing until millions of indemnity was paid on this fire alone. Add to this the sums insurance companies have paid for deaths and health and accident claims arising from this calamity, and you will realize the importance of insurance in the rebuilding of San Francisco.

There have been in history other reconstructed cities. Babylon was restored by Nebuchadnezzar to such splendor that he stood upon its massive walls and exclaimed in the pride of his heart, "Alone I did it!" Yet because he had ground the faces of the poor and failed to give praise where praise was due, he was forced to wear the habit and eat the food of base humiliation. Nero restored devastated Rome so magnificently that he could boast, "I found the city of mud and left it of marble." Yet here again the poor man's hut was removed, that the rich man's palace might take its place. And so in other instances.

But in the building of your city there has been no such discrimination. The golden stream of insurance money has flowed as readily to the poor as to the rich, and the cottage of the one has sprung up beside the palace of the other. So that both can say with pride and gratitude, but not with arrogance, "Our city was not, but now it is!"

For insurance is no respecter of persons. It knows no discrimination between rich and poor. It rebuilds with equal alacrity the marble palace and the lumber cottage. It blesses the bereaved home and replaces the interrupted income of the poor as well as the rich. The one question asked is, "Was he insured, and is the claim valid?" Instances are common where beneficiaries are sought in many lands for years, in order that money held in trust may be paid to them. I do not deny that you of San Francisco found a few exceptions to this rule of strict honesty. But there were only enough exceptions to prove the general rule. And when I contrast these few delinquent companies and officials with the great mass of companies and their heads, who paid to claimants many times over their available assets; who wrestled for months with the stupendous problem; who yielded not an inch in their determination to pay the uttermost farthing; whose hair was whitened and whose forms were bowed by their tremendous task; then I say we can well forget the few who were recreant in our admiration for the many who stood the test and fairly met the issue.

What then shall we say of the splendid system of beneficence and finance by which so much has been accomplished? First of all I think it is most fitting that through the enterprise and initiative of your commissioner, Mr. W. L. Hathaway, and his deputy and the other militant, aggressive insurance men of the Pacific Coast there should be and has been established a World's Insurance Congress in connection with the greatest Exposition in the world's history. It is a deserved recognition of the part taken by insurance in the reconstruction of your city and the assistance it has rendered and still may render in making your great Exposition a success. For insurance has built up your ruined city, as its mission is to restore that which has been destroyed.

It reaches into every avenue of public and private life, of commerce and industry. The golden stream continually flowing in and flowing out through the great distributing agencies we call insurance companies, replenishes and refreshes wherever it

goes. While not a charity, it is charitable; while not a pauperizing beneficence, it is nevertheless a beneficence. It gives assistance without taking away self-respect; it restores the broken family ties; it replaces the wrecked home; it keeps the widowed wife and the orphaned children; it gives new courage and life to the discouraged. All of this it does because of the work of the conscientious, high-minded, able men who stand as its representatives to the people. And this tribute I pay from my heart to insurance companies and to the men who represent them.

But insurance does not only indemnify for losses already accrued. It anticipates and discounts losses by preventive measures. In the last few years there has developed a movement for publicity and conservation which promises splendid results. The insurance companies and their representatives are leading this movement. It is partly selfish, but largely humanitarian. Realizing that every loss is absolute and that insurance simply distributes the loss, they have concluded that as far as possible the losses must be prevented. To this ultimate end the efforts of many brainy and able men are directed, and the work is attracting more such men every day.

While the calamity which destroyed your city was not preventable, more fires and accidents and many deaths can and should be prevented. The needless sacrifice of millions of property and thousands of lives annually to the juggernaut of waste and carelessness can and must be lessened and ultimately wiped out. While the task is herculean and not to be accomplished today or tomorrow, yet our todays and tomorrows must show some progress and some tangible and cumulative results. It is gratifying that the first public exercises connected with your insurance congress are given over so largely to this work of conservation. Education and conservation may well be made the slogan of this congress.

Again I say it is most fitting that such a congress as has been established here should be established. As I have traveled through different parts of this great country of ours, and it has been my privilege to visit many of them within the past year, this idea everywhere meets with enthusiasm. Everywhere I go the great events scheduled for the world's congress in 1915 are receiving universal endorsement. The eyes of the insurance world are on San Francisco, as also are the eyes of the industrial, the commercial, the social and the religious world. The judgment of the world will be passed on the men and the women of the West according as they measure up to expectation. But such is the confidence in what San Francisco is and what San Francisco does, that expectations are high. They are justified, and I know they will not be disappointed, and I can not estimate, nor can you measure, the benefit to the great institution we are proud to represent, which will come from the work you are doing.

I do not minimize that work. I know that those engaged in preparations for this insurance congress will need all the assistance, all the enthusiasm, all the material help that can come to them. And I am safe in saying that this help is coming from the outside on the theory that not only God, but men, helps those who help themselves.

I think that practically every insurance gathering of any importance in 1915 will take place in San Francisco. I am glad to know that already there have been set in motion forces preparatory to next year's insurance day, which will occur a year from this date, that the Fire Underwriters' Association of the Pacific, and other western bodies, will be here during the three days, April 19th, 20th and 21st. This will perhaps be the first great gathering of this kind in your city in connection with the congress.

I know that you, in common with other western insurance men, feel your responsibilities to the rest of the insurance world; that you are actively engaged in preparation for the magnificent events scheduled and yet to be scheduled for 1915. I am glad to know that a vast number of agency gatherings will be held here during that year, and that practically every week from April 18th to October 15th there will be one or more insurance conventions in session in your city. The eyes of the insurance world are upon you, and the anticipations raised will not be disappointed.

To you San Francisco insurance men I bear this message, not only from my own State, but also from the other sections of the country I have visited. It is a message voiced generally by insurance men and insurance organizations. It is a message

and a pledge to which you, because of your wonderful enterprise and initiative, are fully entitled; it is a message and a pledge of which I am both pleased and proud to be the bearer. In my own humble language it is this: Greetings and good will from all sections, from all bodies, from all men where insurance is in interest. All good wishes to the State of California, to the city of San Francisco, to the men and women who have made and will make the State and city great; to the men and women who will make the Exposition resplendent with glory, honor and benefit; and last, though by no means least, the men and women who have initiated and will build the first universal insurance congress, embracing all insurance thought and interest and purpose, and yet destroying none of the integral forces which enter into insurance work everywhere. All greetings to you and to your congress. God-speed and success in the work that you are doing. For you are helping to demonstrate the fact that insurance is surely coming into its own, in the public estimation. The time is rapidly approaching when as a national institution it will be known nationally; when it will be universally recognized as the universal system of co-operation and mutual helpfulness. The prejudices it has encountered in the past will be overcome in the future. It will no longer be used as the football of politics, the means by which demagogues gain entry to public place, the victim of their rapacious exploitation. No longer will it be "butchered to make a grafters' holiday."

Education and enlightenment insurance-wise will accomplish the emancipation of the people and their system of co-operative protection, from the hands of those who see in it only a means of furthering selfish ends and dishonest schemes. For when the public come to know, as they will know, that they form the company and prosper as it prospers and suffer as it suffers, when each man realizes that he is taxed when the company is taxed, and every man's loss is his loss; then the people will arise in righteous power and demand the lightening of unjust burdens and the elimination of preventable losses.

The signs of the times all point that way. Three days ago, at Chicago, the insurance commissioners unanimously pledged themselves to the propaganda of education and conservation in their several States. They agreed to be a means of communication between the publicity bureaus of insurance organizations and the people, for education and conservation. And no matter if it takes a generation or several generations, this plan of enlightenment will be carried through until men will be protected from unsound schemes and gross exactions, because they who understand correct principles can best govern and protect themselves.

Insurance asks no special or unwarranted favors from State or Nation. Insurance men ask no unfair exemptions. But since like fabled Atlas it bears the world of financial loss on its shoulders, it does ask that no unjust burdens be added, and in return for simple justice, insurance and insurance men pledge themselves, their ability and their integrity to alleviating suffering; distributing among the many their losses of the few; building up devastated cities; restoring ruined homes; binding together broken families; realizing more fully and better in their work than it can be realized by any other financial and fiduciary system, the universal kinship of humanity.

If the question is asked, "What good can come from insurance?" San Francisco needs only to answer, "Come and see!" The world will come, will see, will be convinced. Insurance will proclaim through these visitors to all their towns and habitations, "What I have done for San Francisco, I will do for you if need arises. For, when it comes to the distribution of benefits, I know no east, no west; no rich, no poor; no race, no creed; no age, no sex. To all who deserve my ministrations I am the benefactor of humanity!"

I have carried, then, in rude and imperfect form the message of the insurance world to you insurance men. I have formulated (imperfectly, I know) your message to the Nation and the world. And if there shall come from this occasion a better understanding and a closer sympathy between a beneficent system and the world it benefits, I shall be more than repaid for the effort I have made to visit and address you.

Twenty Years Ago

Edw. B. Harper was the target for every life insurance man.

John D. Bradford of Atlanta, Ga., was appointed Coast agent for the Fire Association.

Fire premiums in the United States were \$129,000,000. Expense ratio, 34.8. Expenses and losses were 103.8 percent of premiums.

The Boylston was swallowed by the German American.

An accident company canceled its policy on "General" Coxey, who was leading an "army" to Washington.

The average Coast fire loss ratio was found to be 49 percent.

Actuary Teece, according to an Australian paper, "has found that the mortality among women at the child-bearing ages is less than among men at corresponding ages."

The Fireman's Fund reinsured the Pacific Northwest business of the Traders.

The Midwinter Fair, an aftermath of the Chicago Columbia Fair, was being held in Golden Gate Park, San Francisco.

The American Surety Co. began the construction of its handsome New York skyscraper.

H. R. Mann was re-elected president of the Pacific Insurance Union.

The Coast Review printed a good page portrait of Rolla V. Watt, president of the Fire Underwriters Association of the Pacific and Coast manager. We note that he then wore "Burnsides." He was appointed Coast general agent for the Royal and Norwich Union.

The Columbian Fire failed. Manager Hindman found he had a "dead horse" on hand.

The Coast Review printed the portraits of J. M. Kilgarif and Fred H. Beaver. Both represent the same company (Pacific Mutual) today and neither looks more than one day older. This firm was twenty - three years old last February.

Alaska fire premiums were \$45,559.

Charles Christensen was appointed manager of the Pacific department of the American Central and other companies, succeeding Rolla V. Watt, who had become manager for the Royal.

There was a Denver association of life underwriters.

V. C. Driffield was appointed manager for the Transatlantic.

Guy Francis became a special agent for the "Big Four."

The Oakland Home reinsured its business in the Fireman's Fund. The stockholders of the Oakland Home lost every dollar of the capital, besides \$100,000 assessment, we are told. The company was badly managed for a number of years and lost heavily in the East.

The firm of Warren & Langtree was organized.

John T. Fogarty became a special agent for the Royal.

Thomas Bennet, a well known life and accident man, died of heart failure, following a long siege of la grippe.

There was general complaint of hard times.

The Coast Review printed a remarkably good portrait of W. S. DuVal, then manager for the Continental in this field.

The Guardian Fire of Pittsburg will soon pay its first dividend, one of 15 percent. Cheer up!

The National Union Fire's net Coast experience was as follows: Net premiums, \$396,767; losses incurred, \$211,288; losses paid, \$207,817. Loss incurred ratio was 53.2 percent. The California net experience was: Net premiums, \$241,822; net losses incurred, \$124,952, or 51.6.

San Francisco. — The Russ building, on eased land at Montgomery, Bush and Pine, is in the hands of a receiver. The owners are \$15,600 in arrears for rent and taxes.

Favorable Report on the American
Central Ins. Co.

Joint Examination by Three States' Insurance De-
partments Shows Nearly a Million Net Surplus

The reinsurance reserve of the American Central of St. Louis was increased over \$300,-000 by the very large amount of new business written by the company in 1913. A depreciation in the values of securities held by the American Central still further encroached on the surplus. The directors therefore reduced the capital to \$1,000,000 and transferred the remainder to the surplus.

The insurance departments of Missouri, Illinois and Connecticut were then invited to make a thorough examination of the company's affairs and report all assets on a bedrock basis. The examiners of these state departments completed their work of examination on April 25, and the results have been made public.

The present condition of the American Central is as follows:

Cash Capital	\$1,000,000
Premium reserve	3,026,392
Reserve for all other liabilities . .	406,126
Net surplus	933,696
Policyholders' surplus	1,933,696
Admitted assets	5,366,214

This is a very satisfactory exhibit of strong resources and large surplus funds. The company is growing. In the past few years it has added a million to its premium income and nearly as much to its reinsurance reserve.

On this Coast the old firm of Christensen & Goodwin are the very successful representatives.

The Argus Fire Insurance Chart, by the Herald-Argus of Atlanta, maintains its distinguishing good qualities. Information not found in any other chart.

The Standard Fire Insurance Tables are a little different from other charts, with special features. Information not in other charts.

The Coast Review's Pacific Fire Chart, 1914, contains information not found in any other chart.

Massachusetts Bonding and Insurance
Company and United States Health
and Accident Insurance Company Have
Amalgamated

The M. B. & I. Co. Thereby Becomes the Leading
Monthly Payment Accident and Health Company

A dispatch to the Coast Review notifies us that on May 11 the United States Health and Accident of Saginaw, Michigan, amalgamated with the Massachusetts Bonding and Insurance Company of Boston. The organization of the old United States remains intact. J. B. Pitcher, the former president, and R. Perry Shorts, former vice president, are now vice presidents of the Massachusetts Bonding, and are active members of the Boston company's executive staff.

The combined companies, as the multiple-line Massachusetts Bonding, now write fidelity and surety bonds, liability and workmen's compensation, automobile and teams property damage, physicians' defense, personal accident and health (commercial and industrial), plate glass, burglary and theft insurance.

The full particulars of this consolidation are given elsewhere in a card by the Massachusetts Bonding and Insurance Company.

To be first in new business in the states of New York, New Jersey, Pennsylvania, Ohio, Indiana, Illinois and other big commonwealths and to have held the leadership year after year is being pointed to by The Prudential Insurance Company of America as public endorsement of the company, its agency force and its policies. The Prudential stood in first place in 1913 according to published records and the reports of the various insurance departments in the following leading states:

	Ins. Issued and Revised in 1913
New Jersey	\$ 46,455,660
New York	96,645,161
Pennsylvania	76,285,845
Ohio	32,426,356
Indiana	21,051,592
Illinois	39,676,734
Michigan	10,888,521
Delaware	2,780,568

West Virginia	4,647,575
Kansas	5,715,497
Minnesota	6,031,452
Colorado	4,262,574

The company also attained second place in many other states, and since the close of 1908 has added to the insurance in force on its books nearly a billion dollars, making a greater net gain than that of any other company in the world.

Marshall A. Frank Sued

The threatened suit of the Pacific Coast Casualty Co. against its former general agency, known as the "Marshall A. Frank Company," was begun last week. The defendant some time ago agreed to transfer its general agency to plaintiff company for a consideration of \$120,000. The sum of \$100,000 was paid on account. A thorough subsequent investigation convinced the company that it had been handed a "gold brick." Asserting that the general agency contract was not worth over \$25,000, plaintiff now sues for \$75,000 overpaid. There may also be a prosecution of Frank on a criminal charge.

Life Cos. Sued.—The Ætna Life and the North American Life have been sued for \$55,000 and \$115,000 respectively, under policies on the life of C. S. Woolfolk of Chicago, who died recently. The Ætna Life refused to pay, alleging that the insured committed suicide. The North American compromised for \$40,000, which it paid to a bank, now charged without authority to compromise and collect.

The Mutual Life is offering its buildings and lots in American and foreign cities at very reasonable prices. The property at Sansome and California streets in San Francisco is offered at a bargain. The company believes it can best serve its policyholders by investing its assets in liquid securities.

San Francisco city-county tax rate has again advanced, to \$2.31 per \$100. Valuations of lands also have been arbitrarily advanced in the little improved sections. The city is plunging in transportation and is building and will build miles of street

car lines that will prove unprofitable. The "dollar limit" was thrown over after the fire, and the city's great advantage in this respect, for manufacturing and merchandising, seems hopelessly destroyed by the tax-eaters and the municipal ownership craze.

Employers Liability Assur. Corporation

The home office of this pioneer liability company presents an annual statement showing—

Total assets	\$ 11,784,250
Capital paid up	1,000,000
Uncalled capital	4,000,000
Net premiums	8,674,966
Losses	5,339,735
Expenses and taxes	2,962,915

This great company is doing well, and is warranted in paying increased dividends to its stockholders. The Employers Liability is a strong company, conservatively managed, widely experienced and soundly based. C. J. Okell, a well known Coast underwriter, is the agent in this field.

Questions and Answers

What California fire companies have retired from business?

In answering this question we shall not attempt to be complete. We recall these companies which have retired: Pacific, Occidental, Merchants, Union, Commercial, Western, Southern California, State Investment, Oakland Home, Sun, Alta, Los Angeles, Home F. & M. (charter still maintained).

Red Bluff, Cal., May 18.—Fire broke out in the woodshed of the Clinton house on Munroe street. The shed and a gasoline vacuum cleaner went up in smoke. The origin of the fire is said to be a mystery.

The Commercial Union's net fire premiums for 1913 were \$16,801,670, an increase of \$608,150. The loss ratio was 51.4 per cent. The marine premiums were \$1,706,875, with 50.7 percent loss ratio.

In Oregon a rooster attacked a lineman, and now he asks the state insurance commission to compensate him for loss of time caused by the cock's poisonous wounds.

Annual Meeting of the Board of Fire Underwriters of the Pacific

At the annual meeting of the Board of Fire Underwriters, last week, Rolla V. Watt of the Royal and the Queen was elected president, Col. Wm. Macdonald of the Hamburg-Bremen was elected vice president. Edw. F. Mohrhardt was re-elected secretary.

New members of the executive committee were elected as follows: A. W. Thornton (re-elected), C. C. Kinney, R. P. Fabj, Geo. H. Tyson, W. S. Berdan. The remaining members are: Dixwell Hewitt, A. M. Brown, E. G. Halle, McC. Kelley, A. C. Olds, J. L. Fuller.

New members of the governing committee for San Francisco are F. J. H. Curtis, George O. Hoadley, W. H. Breeding. The remaining members are George D. Dornin, Edwin Parrish, Frank M. Avery, W. H. L. Miller.

Fresno, May 7. — Fire thought to have started from defective wiring gutted the store of the Wonder Cloak and Suit House, causing a loss of more than \$50,000.

Seattle.—J. M. E. Atkinson, senior member of the firm of J. M. E. Atkinson & Son, died April 30 of apoplexy. He had been a member of the old firm of Burns & Atkinson, and was engaged in insurance work here for a quarter-century.

Washington supreme court has sustained the insurance department in its refusal to license the Northwestern F. & M. and other new-comers because they had not complied with the special \$200,000 deposit law.

Rocklin, Cal., May 3.—A block of eight buildings burned this Sunday afternoon. Fire started in the stable of A. G. Porter & Co. Only a vacant lot between it and a burning building saved the postoffice. The fire burned itself out. There was little insurance covering the \$15,000 loss. A strong south wind fanned the flames.

The London & Lancashire Life & General will enter the United States for fire business in the larger cities.

Appointments At Chicago

Vice President Levison of the Fireman's Fund is just in receipt of a telegram from President Faymonville, announcing the fact that he has appointed W. A. Chapman, formerly manager of the Western department of the Connecticut Fire, assistant manager of the Fireman's Fund's Central department at Chicago. George Stauffer, Illinois state agent, has been appointed superintendent of agents. John Marshall, Jr., of the former firm of Marshall & McElhone, becomes manager.

New Orleans.—R. H. Colcock, Jr., has been appointed deputy manager of the New Orleans office of the Liverpool & London & Globe, to succeed Thomas H. Anderson, who is now assistant manager of the company's Pacific department at San Francisco.

Lloyds' Failure. — Clarence Weston, underwriter and member of Lloyds, is a bankrupt, with \$31,000 liabilities.

The New Hampshire Fire, it is said, will withdraw from the Board of Fire Underwriters.

James W. Moyles has been appointed assistant manager of the California department of the Massachusetts Bonding, associated with Robertson & Hall, managers. He will give especial attention to surety bonds.

Assistant General Agent Sheahan of the Home will soon visit Alaska, where he will appoint agents in some of the larger towns.

The Western Union has adopted liberal forms to meet Lloyds and other free lance competition.

Green's Trial.—The fired president of the Pacific Coast Casualty will be tried on a elony embezzlement charge in San Francisco before Police Judge Sullivan on Monday, May 11, in the afternoon, and in every afternoon of the week. The specific charge is the theft of \$1,600 but Green is accused of "twisting" some \$50,000.

Marine.—The Scottish Union & National will purchase the Maritime of Liverpool.

Australian Forges Board Men's Names

George Austin, an expert accountant from Australia, was employed by a firm of accountants to assist in auditing the accounts of the Board of Fire Underwriters of the Pacific, prior to the annual meeting. Austin stole four checks (a leaf) out of the office bank-check book. He forged the names of the secretary and the accountant, signing them in different colored inks to a check for \$500. He succeeded in cashing this check, and then left the city. Detectives traced him to New Orleans, where he was arrested. The forgery was clever pen work. The bank loses the \$500.

Manager Smith of the Law Union & Rock and Union Assurance is off for a visit to the North.

Reinsured. — General Agent J. H. Richards informs us that the Rio Grande has reinsured its outstanding business in the National Union.

The Phoenix of London is further strengthening its service branch in Portland by the appointment of Mr. B. W. Jones, special agent, as an associate to Mr. Knowles in the supervision of the various lines of insurance which the company is now undertaking. The field covered is Oregon and western Washington.

Willard Done has resigned as insurance commissioner of Utah, and will be employed by the Board of Fire Underwriters of the Pacific at San Francisco. His duties will be in conjunction with the legislative and publicity committees.

Kight Caught. — J. F. Kight, the "expert" twister, has been indicted by a Philadelphia grand jury. He "experts" a man's life policies and then persuades him to take out insurance in another company which pays Kight a commission. This twister has a "partner," a former employee, operating in San Francisco.

The Union Central Life has retro-actively eliminated the military and naval service clause.

Fire premiums are falling off in the Middle West.

W. S. Berdan, general agent for the North British & Mercantile in this field, is in San Francisco. He is accompanied by Mrs. Berdan, who is the daughter of President Grant of the Vulcan.

The Home's California general agency will, some time in June, move to 345 California street. The new office has a frontage of about 45 feet.

President Jalonick of the Austin Fire, of Dallas, Texas, is in town, surveying our fair and inspecting our fogs. This is Mr. Jalonick's first visit to San Francisco.

Ferd C. Peterson, for 40 years with the Commercial Union in San Francisco, has resigned, to become an independent broker.

Manager Driffield, of the Adjustment Bureau, has returned from the North.

Denver.—Chas. C. Cobb is dead.

A wire to the Coast Review announces the United States Health & Accident of Michigan has been merged with the Massachusetts Bonding. The president and the vice president of the former became vice presidents of the latter, which now doubles its capital.

General Agent Hewitt of the Hartford Fire has returned from the North. He informs us that Rufus Atkinson, son of the late Mr. Atkinson, is in charge of the Atkinson local agency at Seattle.

The Fidelity Mutual Life Insurance Company announces that it has secured the services of Henry K. B. Davis, Jr., as its special representative in northern California, with headquarters in San Francisco.

The Royal paid 28 shillings dividends per share, less tax, for 1913.

The American of New Jersey has voted to increase its capital from \$1,000,000 to \$2,000,000.

The 47 special agents of the New York Underwriters Agency have presented the managers in New York with silver center pieces, in honor of its 50th anniversary.

Geo. M. Lovejoy, vice president of the Phoenix of Hartford, has been elected vice president of the Connecticut Fire.

Rumors Denied by Wire

Recently it was rumored, in San Francisco, that some company was negotiating for the reinsurance of its Coast business. This rumor later took a more definite form, and the Franklin Fire was mentioned as the company that was on the point of reinsuring its business in this field. We wrote to the company, calling their attention to these rumors and asked for a denial. We have just received by wire the following denial:

Philadelphia, Pa., May 22, 1914.

The Coast Review—

1103 Merchants Exchange,
San Francisco, Calif.

Your letter received. Have no intention of reinsuring our Coast business. Trust you will deny any rumors which may come to your ears.

The Franklin Fire Insurance Co.

The Upper Rhine Insurance Company, (Oberrheinische Versicherungs-Gesellschaft) at Mannheim, Germany, closes its 27th balance sheet with a profit of mark 772,744 against mark 736,231 in the previous year. The board of management of this company has decided to propose at the general meeting to be held on the 29th of May, the distribution of a dividend of 28 percent, (mk. 70) per share, against 25 percent per share in the previous year.

The Pioneer Life of K. C. will cut its capital in two, too.

The Order of United Hebrews of America has been officially disunited.

Henry G. Hill, agency of the leading local Hare & Hill of Redding, Cal., is visiting San Francisco on business.

The late Hervey S. Dale had been associated with the Union Mutual Life Insurance Company as manager of its agency in Chicago for twenty - three and one - half years, during which extended period, by his faithful and loyal devotion to the welfare of the company, he had come to be regarded as one of its staunchest and most devoted workers. Every officer of the company knew Mr. Dale intimately and held him in the highest esteem.

150 Years Ago

The clergy of Spain tried to stop the opera because it prevented the rain.

"Fake Consumption 'Cures,' " is a pamphlet distributed by the Metropolitan Life. The author is Philip P. Jacobs, Ph. D. We read with amazement that more than 500 different varieties of so-called "cures" for tuberculosis are now being advertised or sold to the American people. Investigation of the claims of hundreds of testimonials for a large number of "consumption cures" has always proved that the signer was paid for signing it or he never had tuberculosis at all and imagined he had been cured, or, most frequently, that he was very much worse or dead as a result of taking the nostrum. In one case the local paper said "Mr. Click's recovery is the talk of the town." A few months later Mr. C. died of consumption. In one case "proofs" of the "cure" were mailed broadcast for months after the death of the young man who had recovered. It is estimated that these bogus consumption cures cost the American people \$15,000,000 a year. The only possible cure for consumption is a combination of rest, fresh air, sunshine, plenty of wholesome food, and entire freedom from worry.

Northern California was treated to a lightning-thunder storm May 22. A Yreka home was struck. There have been three or four lightning-fire claims paid in this state.

Martinez, Cal., is largely Italian and Portuguese, and many are socialists. A number of the merchants are socialists. These facts spell hard times, and explain why two juries failed to convict a dynamiter caught "with the goods."

The term "survey," as used in marine insurance, defined, and held that, so far as the representations therein were executory, or related to the subsequent use or occupation of the premises, the owner was not bound thereby.—Macatawa Transp. Co. v. Fireman's Fund Ins. Co., 146 N. W. 396.

A comet is falling toward the sun at the slow rate of 1,000 miles a minute. This is the first indication of a war with Mexico.

CHIPS

—Wanted: to purchase a local Fire Insurance Agency in southern California. State full particulars and price in first letter. Write to Editor Coast Review, Merchants Exchange, San Francisco.

—Seattle, May 12.—The Gottstein Furniture Co. fire destroyed a four-story building and other stores.

—Manager Watt of the Royal and Queen has returned from his Eastern trip. He spent some time in the Pacific Northwest.

—Personal.—Secretary A. W. Perry of the St. Paul F. & M. Ins. Co. visited San Francisco last week. He returned home on May 21.

—F. W. Blackburn, Secretary American Life Convention, is here and is being entertained by President Miller of the West Coast Life.

—The Pacific Mutual News of May 1 is devoted partly to "The Expositions," one at San Diego and one at San Francisco. This is a remarkably good agency paper.

—A Berkeley cashier handled thousands of dollars. As his salary was a princely \$83 a month, his employers and insurers are vastly amazed because he embezzled \$10,000.

—The Modern Woodmen of America, with nearly a million members, has a big insurgent oorta-constitutionalist fight on hand, beginning June 16. The insurgents are "cheap" guys.

—The London Guarantee and Acci. is refusing to pay the claim under the policy held by Jos. D. Van Baalen, for \$5,000. The defendant, which is somewhat litigious, says the insured did not tell the truth when he said his habits were correct, for he then intended to deceive the young woman who killed him; that he knew when she found he was married she would do him bodily harm; furthermore, in traveling with her he engaged in a hazardous journey. Oh, piffle! This company were better reinsured and retired from business. The widow is suing the company. No doubt, she will get a verdict, if this is all that the foolish defense has to offer.

—The National Surety will enter the casualty field at an early date.

—W. A. Chowen's title is now "resident secretary" for the Frankfort General.

—Unorganized labor has no rights which an American politician (or court) is bound to respect.

—Assistant General Agent Gallegos of the Phoenix Assurance has returned to his desk free from his recent indisposition to work.

—The new Columbian National has been admitted to the Board of Fire Underwriters of the Pacific. J. F. Magee is the Coast representative.

—Automobiles, according to a Chicago paper, killed 1613 human beings in the United States in 1913. A sure prevention of old age, is the automobile.

—In this dry-wet country of ours 7,200 persons were drowned last year. The number among these who were insured against this accident were few.

—The San Bernardino Convention.—The state association of California locals met in this city and threshed out their troubles. It is said that Noah Adair really showed signs that he is tamed. The meeting was harmonious—and that is one sign. Thompson of Napa was re-elected president—and perhaps that's another sign. D. A. Spencer, manager of the Brokers' Exchange of San Francisco, was present. He succeeded in bringing about very cordial relations between agents and brokers. The two will hereafter work together harmoniously as to legislation. A modified approval of a state rating bureau measure, not disapproved by the Board of Fire Underwriters of the Pacific, was adopted. This measure does not empower the state insurance department to raise Cain, and it may cut out the non-board competition which has put Whittier on the bum—where, by the way, a Board office appointed the offending local its agent. This state rating bureau plan seems harmless but may it not lead to such troubles as have put the locals out of business in Kentucky? Will the California politicians long keep their claws off?

—Irrigation bonds in California are paid by taxes on the benefitted lands but not on the improvements.

—Geo. H. Foster, the oldest broker in San Francisco, has nearly recovered from the accident which lamed him some time ago.

—The office-time of Commissioner Cooper of California expires on June 15. It is not probable, however, that Gov. Johnson will appoint his successor before next December.

—The Fireman's Fund is now also doing business in Alberta through the home department and in Saskatchewan through its Central department. This company has discontinued writing Philippine business.

—A San Francisco realty and insurance broker, Henry Stern, was unable to make a real estate deal for a long time, because of the present dull times. Through the cyanide of potassium route he found a way out of his troubles.

—In our big table of Coast fire business the totals do not include some slight corrections, reductions and additions, which came in at the "last moment." The permanent totals, however, include and exclude the changes, which are slight.

—Arizona Fire Business.—We are indebted to the Arizona insurance department for advance sheets of the annual report. The Hartford Fire leads with \$50,665 premiums. The Home is second, with \$44,445. Seven companies incurred losses in excess of their premiums.

—A book of old San Francisco photographs shows the old Bank of California building and adjoining it the old-style fretted-front four-story and half-basement building long occupied by Falkner, Bell & Co. On the side wall having the signs of the Merchants Mutual Marine Ins. Co., out of which grew the California Ins. Co. The streets seem unpaved or at best macadamized. There is also a picture of the St. Francis hook and ladder company building on Dupont street in 1856. It was a brick building, of good appearance, and was on the west side, between Clay and Sacramento, in what is now "Chinatown."

—The title now is "Commissioner of World's Insurance Congress Events."

—General Agent Stoddart of the New York Underwriters has been visiting the Pacific Coast.

—Crop reports from eastern Washington and central Oregon are very promising. The hop acreage is being increased. Fruit prospects generally are good but in some spots the cold rains did much damage.

—"The Newest State" (Arizona) is the pictorial subject of the Pacific Mutual News for April. Some suggestive idea of the future possibilities and present progress is given. Arizona has four-fifths of the ostriches of the United States. There are 7,000 in Salt River Valley. No Englishman is allowed to shoot them.

—San Francisco Water.—The board of supervisors has begun measures for increasing the water supply of the outlying parts of San Francisco. Experimental wells will be sunk at once. Water will be pumped from wells to nearby reservoirs on hills. It is estimated that 3,000,000 gallons daily can be drawn from wells. The peninsula has a great flow of pure fresh water beneath its blue clay.

—Life.—The Italian government has a monopoly of life insurance but the press is surprised by the fact that \$220,000,000 new business was written in 1913. A single American company has written as much, and without the aid of a mob of socialists. Italy is making enough money out of the life insurance and the cigar monopolies to feel warranted in engaging in another war with some feeble power.

OPPORTUNITY FOR GOOD LIFE AGENT

One of the leading Pacific Coast Agencies has exceptional opportunity for a trained fieldman of good producing ability. Must be large personal producer with ability to train other men.

Inquiries addressed to the Editor of the Coast Review will be treated confidentially, and divulged to no one except intended employer.

New Insurance Work

The Forum: a Book of 355 Questions on 50 Subjects, relating to policy writing in legal form and adjustment of losses, with direct answers. Published by The Rough Notes Co., Indianapolis, Ind.

Subjects treated include accident insurance, adjustments, the agent, appraisements, arbitration, fire damage, loss payable clause, mortgage, premium, etc. The questions are such as arise in the course of business of agents generally, and the answers are clear and of practical service. We are certain that this book supplies a real want.

The Hamburg - Bremen Fire now has 13,015,218 mark assets. The unearned premium reserve is 4,290,000 marks. The reserve for "unforeseen Faelle" is 1,700,000 marks. A dividend of 63 m. was paid last year.

State rate making precedes state insurance selling.

The Franklin of Washington will liquidate.

Kinsley Letter to Hathaway

Too late for us to make any extended mention this month we receive a copy of an open letter from Darwin P. Kingsley to the Commissioner of the World's Insurance Congress. The writer wants the Congress to discuss a proposed constitutional amendment making insurance commerce. Such action, he says, would be one of leadership and of statesmanship.

Liability insurer which elected to defend suit against insured instead of settling for the amount to which its liability was limited, and after a judgment for four times this amount, refused to appeal or to pay the stipulated indemnity, except upon satisfaction of the judgment, held liable for insured's expenses in prosecuting an appeal resulting in a reversal.—Brassil v. Maryland Casualty Co., 104 N. E. 622.

"Englishmen and dogs," saith the Spaniard, "always walk on the sunny side of the street." And San Franciscans, too.

"Hitch Your Wagon to a Star"



Organized 1868

Translated from Emerson to insurance language means, tie up with

A Prosperous and Progressive Company

Year	New Life Insurance	Total Life Insurance	Accident Premium Collections	Cash Income	Admitted Assets	Actual to Expected Mortality	Average Interest Earned
1908—	\$17,820,609	\$100,593,679	\$ 835,181	\$5,633,124	\$16,100,073	58.96 %	5.16 %
1909—	13,232,323	107,245,105	1,007,370	6,164,528	18,429,204	53.50 "	5.24 "
1910—	17,936,641	113,882,634	1,276,820	6,750,765	20,765,188	63.90 "	5.65 "
1911—	19,702,114	122,514,447	1,515,622	7,445,494	23,363,286	56.85 "	5.81 "
1912—	22,378,787	133,309,014	1,739,392	8,199,096	26,243,005	62.28 "	6.05 "
1913—	24,088,667	145,040,193	1,944,836	9,079,865	29,338,151	66.47 "	6.15 "

HOME OFFICE, LOS ANGELES, CALIFORNIA

Queen

Insurance Company
Of America, N. Y.

NET ASSETS, (JAN. 1, 1914) . \$9,980,013.15

NET SURPLUS, " . 3,961,146.00

E. F. BEDDALL

N. S. BARTOW

GEO. W. BURCHELL

President

Secretary

Vice-President

Gross Assets ^{JAN. 1} 1913 \$104,642,884

Exclusively Fire Assets 46,944,394

Net Surplus - - 17,684,610

Losses Paid - - 247,700,319

Transacts Largest FIRE Insurance Business of any Company in the World

GEO. CHAPPELL, Manager

J. J. ATKINSON, Sub-Manager

LIVERPOOL, ENGLAND



DEPARTMENT OFFICES: Boston, New York, Chicago, Atlanta
San Francisco, Montreal.  Agencies in all principal Cities and Towns

ROLLA V. WATT, Pacific Coast Manager

JOHN T. FOGARTY, Assistant Manager

FREDERICK B. KELLAM, Branch Secretary

ROYAL INSURANCE BUILDING, SAN FRANCISCO

SPECIAL AGENTS: Frank M. Gilcrest, H. R. Burke, J. K. Urmston
J. B. Walden, D. L. Stewart, C. D. Gabrielson, E. P. Eldred,
J. H. Banks, F. J. Perry, J. T. O'Brien, R. S. Folger, Matt B.
Evans, C. A. Luhrs (automobile).

DECLINE IN ASSETS AND SURPLUS NOT NOW SIGNIFICANT

IN these days of prolonged business depression and falling prices of good securities the decline in the assets and surplus funds of insurance companies has no such significance as in ordinary times. The lower figures do not imply any real loss in values nor any loss on the underwriting account. Prices will again advance, on the return of better times, and the "gains" in surplus and assets will then be misleading to the ignorant public, which will leap to the conclusion that insurance rates are too high.

A Comparison of 1912 with 1913 Embezzlements

Based on data collected by the bonding department of the Fidelity and Casualty Co.
of New York

	1913	1912	Increase	Decrease
Banks and Trust Companies . . .	\$1,290,583	\$4,630,785	. . . . .	\$3,340,202
Beneficial Associations	150,131	143,295	6,836	. . . . .
Public Service	853,646	187,449	666,197	. . . . .
General Business	619,793	1,767,405	. . . . .	1,147,612
Insurance Companies	183,653	51,683	131,970	. . . . .
Court Trusts	39,764	188,395	. . . . .	148,631
Transportation Companies	194,597	50,304	144,293	. . . . .
Miscellaneous	381,690	214,140	167,550	. . . . .
	<u>\$3,713,857</u>	<u>\$7,233,456</u>	<u>\$1,116,846</u>	<u>\$4,636,445</u>
Net decrease, \$3,519,599.				

Fire and Automobile Insurance**American of Newark**

Chartered in 1846

Capital Stock	\$1,000,000.00
Liabilities	5,452,043.92
Special Reserve Fund . .	300,000.00
Net Surplus	3,252,859.29
Total Assets	<u>\$10,004,903.21</u>

Pacific Branch Office, San Francisco, Cal.

GEORGE O. HOADLEY, Manager

Thos. H. Williams, Asst. Mgr.

Luncheon to the Prudential's Speer

The entertainment committee of the World's Insurance Congress gave a luncheon to George B. Speer, who is visiting San Francisco as the Prudential Ins. Co.'s representative in connection with its big agency convention in San Francisco in 1915. He has completed arrangements for that big event. There was a goodly attendance. We have space at this late hour for mere mention. The World's Ins. Congress Commissioner Hathaway explained the great service the company gives the fair through its press and agency force. John Landers complimented the visitor from Greater Manhattan. Col. God Bless Scott told a moving Metropolitan story. Gov. Porter spoke of these Western States. Guest Speer spoke briefly in a shining response that was much to the point.

Suicide. — John J. Oliver, formerly with Insurance Indicator, latterly secretary of a life company, committed suicide last week because of ill health.

Newark

This company, represented by Geo. W. Dornin, has entered the \$2,000,000 class in assets, and will doubtless enter the \$1,000,000 class in premiums this year. Recently it has been gaining in premiums at the rate of \$200,000 a year. Last year's loss ratio was 48, and premiums largely exceeded losses and expenses. Income was over a million and losses and expenses were less than \$890,000. Though comparatively a new-comer, the Newark gathered over \$100,000 Coast premiums through the Dornin agency last year.

The Standard of Hartford in Kentucky, as in Missouri, has not co-operated with the companies. It rashly remains in the feudal state of the political barons — a sour-ball corn-fed state whence all other companies have wisely fled.

Charles B. Reiter, assistant secretary of the Allemannia since 1904, has been appointed secretary, to fill the vacancy caused by the death of Charles P. Kellerman.

Coast Review's* Pacific Fire Chart *for 1914

Contains :

FIVE YEARS' COMPARATIVE FIGURES

COMPANY BUSINESS AND RESOURCES

FIVE YEARS' COAST PREMIUMS AND LOSSES

FIVE YEARS' AGENCY PREMIUMS AND LOSSES

BUSINESS LAST YEAR BY COMPANIES IN STATES OF THE
PACIFIC WESTPOPULATION STATISTICS, WITH TEN PERCENT GAINS OVER 1910
CENSUS RETURNS

SHORT RATE TABLES IN USE ON COAST

WHERE THE COMPANIES WRITE THROUGH SAN FRANCISCO
AGENCIES**Price 25 cents per copy**

COAST REVIEW, Merchants Exchange Building, SAN FRANCISCO

FIRE INSURANCE

Alberta, a Canadian province, appears to have had a 70 percent loss ratio in 1913.

The Indianapolis street car company won out when sued for fire damages resulting from hosecutting by one of its cars. The court ruled that a motor-man is supposed to see, not a fire but the street before him.

Jury Took Ten Minutes to Convict Merchant of Arson

Morris Nudelman, merchant, Chicago, was convicted of arson last week. He is proprietor of a 5 and 10 cent store at 1700 North Fairfield avenue, and owned a shoe store at 33 North Clark street, which was destroyed by fire Feb. 10, 1910. John Danies, confessed arson ring "torch bearer," was the chief witness for the prosecution.

He testified that Nudelman paid him \$350 to set fire to the shoe store. "If you do a good job I'll give you a suit of clothes and get you other jobs, too," Danies said Nudelman promised him. Twenty gallons of gasoline were used in the shoe store, Danies testified. Nudelman's defense was a general denial of the charges. He is a brother-in-law of Joseph Clarke, former public fire insurance adjuster, serving a prison term for arson.

Throws Gasoline on Fire to Quench It

A well-meaning stranger, desiring to help in extinguishing a fire in the tailor shop of Lee Minshell at 777 Oak street, S. F., April 28, 1914, emptied the contents of a bucket which he believed to contain water on the flames. The bucket, however, was filled with gasoline and an explosion resulted, in which Minshell was badly burned about the hands and arms. He was taken to the Central Emergency Hospital.

Organized 1853

AMERICAN CENTRAL
(FIRE)
Insurance Company
ST. LOUIS, MISSOURI

Result of Joint Examination by the States of Connecticut,
Illinois and Missouri, completed April 25, 1914

Cash Capital	\$1,000,000 00
Premium Reserve	3,026,391 91
Reserve for all other liabilities	406,126 65
Net Surplus	933,695 78
Admitted Assets	\$5,366,214 34

Surplus to Policyholders, \$1,933,695.78

EDW. T. CAMPBELL, PRESIDENT W. A. BLODGETT, Vice-President
B. G. CHAPMAN, Jr., Secretary CONRAD ROEDER, Ass't Secretary

CHRISTENSEN & GOODWIN,
Managers Pacific Department

241 Sansome Street : : : : San Francisco, California



Main Offices
56 Cedar Street

ORGANIZED
APRIL 13th, 1853

THE HOME Insurance Company NEW YORK

**ELBRIDGE G. SNOW,
President**

The completion of SIXTY YEARS finds THE HOME in the premier position among the Insurance Companies of the world not only in respect of FIRE ASSETS and SURPLUS to POLICY-HOLDERS—but with an unexcelled record for fair dealing in every emergency as well as in ordinary routine—with an unsurpassed equipment, and with the ability as well as the readiness to serve the public, its agents and brokers.

FIRE

By unanimous vote of all the members present at the annual convention of the California State Association of Local Fire Insurance Agents at San Bernardino, May 9th, San Francisco was selected as the 1915 meeting place.

Willard Done, insurance commissioner of Utah, will remove to San Francisco to become a member of the executive staff of the World's Insurance Congress, and to take up other important activities in connection with the insurance business here. Mr. Done will succeed W. E. Dean on the executive committee of the Congress, who resigned on account of his retirement from the insurance business. Mr. Done is preparing a text book on insurance, which he expects to introduce in the public schools. Prior to his appointment as insurance commissioner he had many years of practical experience as an insurance agent.

Lexington, Ky., May 17.—The chairman of the state insurance board has addressed a letter to the legislature, says many companies supposed to have quit writing business are still writing whisky and other large lines, but are still prohibiting their local agents from protecting other business. This prohibition he declares to be an insult to the intelligence of Kentuckians and a reflection on the integrity of the politicians. He is sure the law will make the companies write business at a loss.

The son of Western Manager McGregor of the Queen fell from the top floor of the Insurance Exchange bldg at Chicago and was instantly killed.

The receiver of the Southern Fire of New Orleans will pay a final dividend of 3 percent, making 58 cents on the dollar.

The People's National has reinsured its Missouri business in the Westchester.

Portland Fire Kills Four; Many Missing

Portland (Ore.), April 29.—As the result of a fire which destroyed a block of old frame dwellings on the east side early today, the bodies of three aged men lie in the morgue, the body of a fourth is known to be somewhere in the ruins, a number of other persons are missing.

Not until noon had the flames been extinguished.

Big Fire Loss at Lebam, Wash.

Lebam, Wash., May 21.—A loss of close to \$200,000 was sustained in a fire that practically wiped out the business district and a number of residences of this town today. The fire started in the mill of the Case Lumber Co., which was destroyed with a loss of fully \$125,000. Down both sides of the main business district the flames blew and at 7 o'clock tonight the town was still burning. Dynamite was used on one building, but the explosion only seemed to spread the flames. There was no water, but that taken from wells.

Kentucky local agents when first organized favored rating regulations by the state. Now they have nausea, are indeed sick, minus any commissions; and they want the laws repealed. Organized locals on this Coast also favor state rating.

Lumber Fire. — Revelstoke (B. C.), May 18.—Three and a half million feet of newly sawed rough lumber was burned today at Three Valley, B. C., a sawmill village a few miles west of Revelstoke. Loss \$75,000.

Astoria, Or., May 14.—Fire destroyed the warehouse of the Columbia River Packers' Association today. The flames spread so fast from the shore-end that the workmen saved their lives only by jumping into the water. Much oil was stored in the building.

LIABILITY and SURETY and FIDELITY

The limit on a single bond accepted by the U. S. treasury department, as published, include these figures:

American Surety	\$582,731
Equitable Surety	90,606
Fidelity & Casualty	296,725
Massachusetts Bonding	126,897
National Surety	337,597
Pacific Coast Casualty	32,556
Pacific Surety	58,637
U. S. F. & G.	276,227

The National and the International casualty associations will meet at White Sulphur, W. Va., September 21.

A compensation inspection rating board has been organized in New York.

The Fidelity & Casualty will discontinue the family endorsement on automobile policies.

The Southern Pacific Ry. is testing, in the California supreme court, the jurisdiction of the California indust. acci. commission as limited by federal statutes applying to a company doing an interstate business.

The Fidelity & Casualty is issuing the Progressive Life Indemnity accident policy.

The Kansas City Casualty has discontinued employers' liability and workmen's compensation business, as being too costive.

The
Massachusetts Bonding and Insurance Company
Of Boston

T. J. FALVEY, President

Through its amalgamation, effective May 11, 1914, of the
United States Health and Accident Insurance Company
Of Saginaw, Michigan

Becomes the leading monthly payment accident and health insurance company of America

Thus does a strong and successful "two line" Company—the peer in its line, with twenty-three years of Honorable Service to its credit and the best year in its history just achieved, recognize the trend of the times by joining forces with a stronger and markedly progressive "MULTIPLE LINE" Company which has earned wide-spread and unstinting approbation from agents, policyholders and the general insuring public—A Company which writes

FIDELITY AND SURETY BONDS, LIABILITY, WORKMEN'S COMPENSATION, AUTOMOBILE AND TEAMS PROPERTY DAMAGE, PHYSICIANS' DEFENSE, PERSONAL ACCIDENT AND HEALTH (Commercial and Industrial), PLATE GLASS, BURGLARY and THEFT INSURANCE.

The equitable dealing, liberal treatment of claims, and honorable observance of the full spirit of all obligations, for which both companies are noted, are such that the general business policies of both companies merge readily and become as one.

THE ORGANIZATION OF THE "OLD U. S." REMAINS INTACT

Mr. J. B. Pitcher, former President and Mr. R. Perry Shorts, former Vice-President of the United States Health and Accident Insurance Company are now Vice-Presidents of the Massachusetts Bonding, and are active members of its executive staff.

The Pacific Surety will retire from Illinois rather than put aside the large reserve required on compensation business.

The reduced compensation rates of Texas have been approved by the state insurance czar.

A receiver will probably be appointed for the Federal Union Surety.

During its first four-and-a-half months the California state industrial accident board wrote \$350,000 in premiums.

Seattle, May 23.—The second verdict for \$23,000 for a lost finger having been set aside as excessive, the third verdict for \$6,000 will be paid Anna Valentine by the Northern Pacific R. R. Co. Plaintiff's finger was crushed by a spring door of defendant's car.

Long Beach, Cal., is being sued by 194 plaintiffs for over \$2,100,000 damages caused by the collapse of the city's pier a year ago.

Altogether, fifty-five suits have been filed. The city had neglected the pier, and on "Empire Day" the weight of the throng of people caused it to collapse, with loss of life and many serious injuries.

The meddling politicians of Texas have made liability rates so low that a number of liability companies will cease business in the state. The commissioner graciously concedes that the new rates do not apply to old business. Losses have been 70 per cent of the premiums. The local agents talk of starting a company.

Liability losses in Texas have averaged, recently, 71 percent of the premiums; but a little thing like this doesn't deter the state insurance department from ordering a reduction of rates. Politicians are always meddlers. The solvent companies may all retire.

A wooden leg is "wearing apparel," according to the ruling of an Eastern industrial commission.

Fire Automobile Marine

COMMERCIAL UNION
ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	56,579,048
Total Liabilities, including re-insurance reserve	46,019,127
Cash Surplus to Policyholders	10,559,921
Total Amount of Claims Paid	175,573,348

Assets in United States Held by Trustees, \$7,643,751

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE

558 Sacramento St.

San Francisco

E. T. NIEBLING, Manager

R. C. MEDCRAFT, Assistant Manager

The Pioneer German Fire Insurance Company in America



Hamburg-Bremen
Fire Insurance Company

HAMBURG, GERMANY

Organized in 1854

Entered United States in 1858

Total Losses Paid in the United States, \$27,000,000

United States Branch : 123 William Street, - NEW YORK

H. N. KELSEY, Manager

Western Department: Insurance Exchange, - - CHICAGO, ILL.

CONRAD WITKOWSKY, General Agent

Pacific Department: 340 California Street, - SAN FRANCISCO, CAL.

MACDONALD & MILES, General Agents

AGENTS WANTED IN UNREPRESENTED POINTS

CONNETICUT MUTUAL LIFE INSURANCE COMPANY

President JOHN M. TAYLOR, Hartford, Conn.

Insurance in force, 91663 Policies for - \$218,304,660

WHAT NO OTHER COMPANY HAS DONE

To repay to its Policyholders in Death Claims, Endowments, Dividends, Surrender Values, Annuities and other credits more than they have paid to it in premiums. It stands alone in that result.

Total Premiums received, Dec. 1, 1846, to Dec. 31, 1913	- - - - -	\$287,442,080.61
Total returned to Policyholders, as above noted, in same period	- - - - -	296,862,956.74
Excess of amount returned	- - - - -	9,420,876.13

PACIFIC COAST DEPARTMENT

WILLIAMSBURGH CITY FIRE INS. CO.

Organized 1853

NEW BRUNSWICK FIRE INSURANCE CO.

Organized 1826

MERCHANTS FIRE ASSURANCE CORPORA'N

Organized 1910

NORTH RIVER INSURANCE CO.

Organized 1822

UNITED STATES FIRE INSURANCE COMPANY

Organized 1824

WM. W. ALVERSON, Manager

374 Pine Street, - - San Francisco, California

FIRE and AUTOMOBILE INSURANCE

AMPLE FACILITIES for Handling Large Lines. AGENTS WANTED in California, Oregon, Washington, Idaho, Montana, Arizona

California local elections resulted in some gains for the "wets" but Glenn county will be "dry." Lakeport, Vacaville, Sanger, Red Bluff, Willows, Biggs and Orland voted to have no saloons. Hanford and Merced rejoined the "wets." In South Dakota, Sisseton,

Salem, Woonsocket, Henry, Wilmot, Aurora, Spearfish, Summit, Bristol, Colman, Canistola, Miller, Esmond, Garretton and Groton became "dry." Fire underwriters take note of these elections as affecting the moral hazard of a number of risks.

Agents Do Well who Represent the
SAN FRANCISCO LIFE INSURANCE COMPANY

**Experienced Life Insurance Men
 and Successful Business Men Direct its Affairs**

Business and Resources are Increasing. Interest Earnings are
 6.30 per cent. Low Mortality Experience Shows
 Good Class of Policyholders.

Home Office: 57 POST ST. San Francisco, Cal.

GERMANIA

FIRE INSURANCE COMPANY,

NEW YORK.

ORGANIZED 1859.

Statement, January 1, 1914.

Cash Capital, - - -	\$1,000,000 00
Assets, - - - - -	7,260,197 27
Net Surplus, - - -	2,596,266 99
Surplus for Policyholders	3,596,266 99

HEAD OFFICE

Cor. William and Cedar Sts.

FIRE

Colorado riots have resulted in the firing of much property. The insurers deny liability, and the state will be asked to indemnify owners.

Barker, the Missouri attorney-general, says individual interinsurers, making contracts only among themselves,

and not dealing with the public generally, are not engaged in the insurance business within the meaning of the laws.

The New York department has issued an examination report on the Globe & Rutgers. Since Dec. 15, 1911, fourteen companies have reinsured a whole or part of their risks in this company. The examiners criticize a loan made to the president and later assumed by a director. Such loans, it appears, are contrary to law.

Whittier, Cal., rejoiced when the non-board companies cut rates 30 per cent, and now the people beam with pleasure because the board companies met this reduction with a greater cut.

The Seattle board wants and wills a new iron constitution.

Statement of the ownership, management, circulation, etc., of the Coast Review, published monthly at San Francisco, Cal., required by the act of August 24, 1912. Editor, E. H. Bacon, San Francisco, Cal.; managing editor, E. H. Bacon, San Francisco, Cal.; business manager, E. H. Bacon, San Francisco, Cal.; publisher, E. H. Bacon, San Francisco, Cal. Owners E. H. Bacon, San Francisco, Cal., A. Edwards, Berkeley, Cal. Known bondholders, mortgagees, and other security holders, holding 1 percent or more of total amount of bonds, mortgages, or other securities, none. E. H. Bacon, Publisher. Sworn to and subscribed before me this 3d day of April, 1914. Charles Edelmann, Notary Public for the city and county of San Francisco, state of California.

(My commission expires April 9, 1914.) [Seal.]

Caledonian Insurance Company, of Scotland

FOUNDED 1805

"THE OLDEST SCOTTISH INSURANCE OFFICE."

UNITED STATES HEAD OFFICE: Caledonian Building, 50-52 Pine St., New York
CHAS. H. POST, U. S. Mgr. R. C. CHRISTOPHER, Asst. U. S. Mgr.

CALEDONIAN AMERICAN Insurance Company THE SCOTCH UNDERWRITERS

PACIFIC COAST DEPARTMENT: San Francisco, Cal., 430 California Street

A. C. OLDS, Manager Balfour, Guthrie & Co., Directors

FIELD REPRESENTATIVES:

CHAS. A. COLVIN, Supt. of Agencies, Portland, Or. WARREN CAMPBELL, Special Agt, Los Angeles
ED. E. PANABAKER, Special Agt, Sacramento, Cal. PAUL ST. JOHN, Special Agent, San Francisco

Pacific Surety Company

OF SAN FRANCISCO, CALIFORNIA

*Accident and Health
Plate Glass*

*Employers' Liability
Workmen's Compensation*

INSURANCE THAT INSURES

C. H. CRAWFORD,
PRESIDENT

ESTABLISHED
1885

THE LONDON ASSURANCE CORPORATION

OF LONDON

Cash Assets, . . . \$24,899,825.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS — C. W. ROHRER, Los Angeles, Cal.; ROD E. SMITH, Portland, Oregon;
T. S. HEATH, Denver; J. E. JOHNSON, Spokane; P. R. WEINMANN, B. L. PENFIELD, San Francisco.
PERCY J. PERRY, Seattle.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. HACKETT, Supt. of Agents

Pacific Branch—Southeast corner Sansome and Pine Sts., San Francisco

BLOOD.—In criticising San Francisco's mayor a prominent architect, Willis Polk, says he is not reflecting on his honor but on his lack of honor. Of the two pinheads he prefers P. H.

LIABILITY.—The constitutionality of the California compensation act is being attacked by a power company, whose employee was killed while cutting a live wire without rubber gloves, in violation of orders given him a few minutes before. The Washington state law goes to the national supreme court for a ruling whether the employer is liable for injury or death of one not employed.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . . \$25,000,000.00

ASSETS IN UNITED STATES, \$2,826,707.00

Office : **430** California Street, San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

THE Life Underwriters Association of Oregon, realizing the importance of the "Insurance Day" celebration held in San Francisco, at the Exposition grounds, on April 18, and desiring to assist in making this a national event next year, has appointed the following committee for the purpose of seeing to it that this association is well represented on that day at the celebration next year: Harry Richey, W. S. Raker, Geo. M. Nolan, Harry Fetich, and E. W. Smith. Other insurance organizations throughout the entire United States are requested to follow the example of "the live wires" in Oregon.

THE Oklahoma National Life Insurance Company will hold its agency convention in San Francisco during the Exposition next year. H. O. Stark, the agency director of the company, is conducting a very successful contest for increased business from his field representatives and finds a great deal of interest being aroused over the contemplated trip to the Pacific Coast.

ONE HUNDRED AND FOUR YEARS OLD

NORTH BRITISH AND MERCANTILE INSURANCE COMPANY

Of London and Edinburgh

Pacific Department of the United States Branch, 76 William St., New York City

ASSETS OF THE UNITED STATES BRANCH (which are but a small part of total fire assets of the Co.) **\$9,139,794.00**

E. G. RICHARDS, Manager

W. S. BERDAN, General Agent, Pacific Dept.

GEORGE M. WARD, Resident Secretary, Local Dept.

234 Pine Street, San Francisco, California

Field Representatives

E. J. YOUNG, 201 American Bank Building, Seattle, Washington—WESTERN WASHINGTON OREGON, MONTANA.

P. W. GEDNEY, 504 Empire State Bldg., Spokane, Washington—EASTERN OREGON, EASTERN WASHINGTON, IDAHO, MONTANA.

E. C. WILLEY, 1645 Tremont Street, Denver, Colorado—COLORADO, NEW MEXICO, UTAH WYOMING.

CHAS HARRIS, 515 Title Insurance Building, Los Angeles, California—SOUTHERN CALIFORNIA, and ARIZONA.

G. W. DEARBORN, 234 Pine Street, San Francisco—CENTRAL CALIFORNIA.

F. J. SCHOENEMAN, 234 Pine St., San Francisco, California—NORTHERN CALIFORNIA, NEVADA.

H. E. SMITH, 224 Henry Bldg., Portland, Ore.—OREGON.

C. F. MILLIMAN, General Inspector, Improved Risk Department, 234 Pine Street, SAN FRANCISCO, CALIFORNIA.

AGENTS WANTED

Every Company that advertises wants Permanent Agents. Have you any business? Are you about to change companies? Are you newly engaged in Insurance? Do you intend to go into the business?

THEN

Hustle! Get busy! Write to our Advertisers. Don't be verbose nor uncertain. Don't write from Los Angeles or Portland or Seattle and ask some big company, Are you represented here? Of course the company is represented there. Probably it is represented everywhere. But it may be contemplating a change, or its present agent may be flirting with the special of another company.

It Will Do No Harm

to get on the waiting list. It is legitimate for you to write modestly, "Consider me an applicant if you want another agent here." "I control \$—— in premiums." "My business is chiefly ——." "I want a company, and if you are unrepresented in this town or contemplate a change of representation let me submit particulars to you."

If you can write some life or accident business on the side or exclusively, the live companies which advertise are

Looking For You

They will give you the glad hand and the warm eye. They will pay you a handsome commission, too.

Scottish Union and National

**Insurance Company
Of Great Britain.**

Organized 1824,

North American Branch:

Hartford, Conn.

**JAMES H. BREWSTER,
MANAGER.**

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.

JOHN M. HOPKINS, State Agent,

JOHN L. REAMS, Special Agent,
706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

H. C. EDMUNDSON, Realty Building,
Spokane, Wash.,
Montana and Idaho

H. W. FORES, San Francisco, Cal.,
General Agent, California, Nevada, Arizona.

**SAN FRANCISCO OFFICE:
409 California Street**

KILLED FOR INSURANCE. — Stockton, Cal., May 1. — It is believed by the sheriff that Frank Melillo was killed for \$2,000 life insurance, by a relative now under arrest.

ROADS. — Travelers on the California state highway where the concrete road is still unsurfaced frequently note the cracks in the concrete and wonder if they are defects in construction. These cracks, according to the highway engineer, are not only desirable, but they are economical as well. They take the place of the metal expansion joints sometimes used in concrete highway building, and when the concrete is covered with the bituminous surface the cracks serve a useful and necessary purpose, but are not apparent to the traveler. The ability to do without metal expansion joints in California effects a large saving in construction, which is put into additional mileage.

GOOD AGENTS WANTED

THE

West Coast Life Insurance Co.

Home Office: West Coast Life Building, Northwest Corner
Pine and Leidesdorff Streets, San Francisco

ORIGINAL AND ATTRACTIVE
ORDINARY AND INDUSTRIAL

Policies Which Meet With Instant Favor

OFFICERS— THOS. L. MILLER, *President*
C. O. G. MILLER, *Vice-President*
JULIAN SONNTAG, *second Vice-President*
WILLIAM C. HAMMOND, *Secretary*

Health and Accident Insurance

KIMBALL C. ATWOOD, *President*

WILFRID C. POTTER, *Secretary*

The Preferred
Accident Insurance Co.
OF NEW YORK.

Assets, January 1, 1914	\$2,981,585 43
Surplus and Reserve (including Capital) for the Protection of Policyholders	2,608,958 71
Claims Paid, Over	9,000,000 00
Voluntary Reserve for Contingencies	100,000 00

HEALTH AND ACCIDENT POLICIES

The Best Insurance for Business and Professional Men The Easiest Insurance for Agents to sell
Liberal Commissions and Renewal Contracts to Good Men

GEO. C. FARRELL, Manager Pacific Coast Dept.

456-457-458 Mills Building, San Francisco

American Central INSURANCE COMPANY
of St. Louis Established 1853
Assets, \$5,549,279 Surplus to Policyholders, \$2,410,275 Losses Paid, \$26,531,745

St. Paul F. & M. INSURANCE COMPANY
of St. Paul, Minn. Established 1865
Assets, \$8,785,319 Surplus to Policyholders, \$3,351,370 Losses Paid, \$44,006,102

LLOYDS PLATE GLASS INSURANCE COMPANY, NEW YORK

Mercantile F. & M. UNDERWRITERS of St. Louis
Assets, \$5,549,279
Surplus to Policyholders, 2,410,275

Minnesota UNDERWRITERS of St. Paul
Assets, \$8,785,319
Surplus to Policyholders, 3,351,370

TERRITORY—California, Oregon, Washington, Idaho, Montana, Utah, Nevada and Arizona

CHRISTENSEN & GOODWIN, Managers

Pacific Department:—235 to 241 SANSOME STREET, SAN FRANCISCO.

Fire Association

Organized 1817

Of PHILADELPHIA

Began on Coast 1873

Paid \$1,835,930 San Francisco Conflagration Losses

Cash Capital,	-	\$ 750,000.00	Cash Assets,	-	\$9,154,808.16
Net Surplus,	-	2,558,864.84	Policyholders Surplus,	-	3,308,864.84

PHILADELPHIA UNDERWRITERS

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets,	-	\$26,907,330.00	Surplus to Policyholders,	-	\$12,185,135.00
Net Losses Paid in San Francisco in 1906,	-	-		-	\$5,064,178.03

FRANK M. AVERY, Manager California, Arizona and Nevada

Special Agents: T. F. O'GRADY, San Francisco; GEO. F. STANIFORD, Los Angeles

315 California Street, - - - San Francisco

Coast Review 1913

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Copies can be had by addressing the publisher
1103 Merchants Exchange Bldg.,
San Francisco

BOOK OF FORMS

This new Book of Forms is now under way. The Forms are those adapted to the Pacific Coast. The price will be \$1.50, or possibly less. Will be published by The Coast Review, San Francisco.

FIRE

Dekalb, Ill., May 19.—Fire in the works of the Haisch agricultural plant here early this morning burned the building and contents to the ground, with a loss of about \$250,000. Haisch has never carried a cent of insurance, as he does not believe in it.

Chicago — Illinois will follow the Michigan rulings as to annexes, making them write under the name of the parent company.

Pacific Department, Insurance Exchange, San Francisco

CONNECTICUT | WESTCHESTER

FIRE INSURANCE CO.

OF

HARTFORD

ESTABLISHED 1850

BENJ. J. SMITH,
Manager

FIRE INSURANCE CO.

OF

NEW YORK

ESTABLISHED 1837

GUY FRANCIS,
Asst. Manager

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by
the State of Massachusetts

Incorporated 1849

Total Assets	\$ 10,943,902 88
Total Liabilities	8,612,529 02
Net Surplus	2,331,373 86

SURPLUS TO POLICYHOLDERS, \$4,331,373.86

NEWARK

Fire Ins. Co.

of Newark, N. J.

Oldest Fire Insurance Company Chartered by
the State of New Jersey

Incorporated 1811

Total Assets	\$ 2,009,892 77
Total Liabilities	1,401,859 21
Net Surplus	608,036 56

SURPLUS TO POLICYHOLDERS, \$1,108,033.56

OFFICE: KOHL BUILDING,

Corner California and Montgomery Streets, San Francisco

GEORGE W. DORNIN, Manager **JOHN C. DORNIN, Asst. Manager**

SUPERINTENDENTS OF AGENCIES

J. F. R. WEBBER	GEO. C. CODDING	L. B. ROGERS	J. E. CRANDALL	C. H. ANDERSON
	FRANK H. YOUNG	H. K. NOURSE		

THE WRITINGS by which one can live are not the writings which themselves live.—John Stuart Mill.

THE FIDELITY & CASUALTY CO. OF NEW YORK

92 Liberty Street, New York, N. Y.

ANNUAL STATEMENT, DECEMBER 31, 1913

Assets	\$11,063,356 70
Liabilities	8,055,163 65
Capital	1,000,000 00
Surplus over all liabilities	2,008,193 05
Losses Paid to December 31, 1913	44,841,703 50

This company issues contracts as follows :

Fidelity Bonds; Surety Bonds; Accident, Health, and Disability Insurance; Burglary, Larceny, and Theft Insurance; Plate Glass Insurance; Liability Insurance; Employers, Public, Teams (Personal Injury and Property Damage), Automobile (Personal Injury, Property Damage and Collision), Physicians, Druggists, Owners and Landlords, Elevator, Workmen's Compensation; Steam-Boiler Insurance, Fly-Wheel Insurance.

Pacific Coast Department: { California—CHAS. J. BOSWORTH, General Agent, Merchants Exchange
San Francisco. Washington and Oregon—SEELEY & CO., 111 S. 10th
St., Tacoma; Coleman Bldg, Seattle; Board of Trade Bldg, Portland.



Youngest of the Large Companies
in the life insurance field, The Prudential
ranks second among all companies of the
world in amount of

Insurance in Force

Over 2 Billion 406 Million Dollars

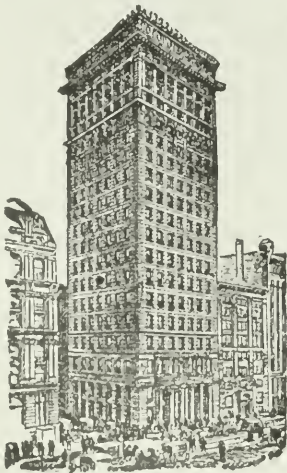
AGENTS WANTED

THE PRUDENTIAL INSURANCE CO. OF AMERICA

FORREST F. DRYDEN, President.

Home Office, NEWARK, N. J.

Incorporated as a Stock Company by the state of New Jersey.



Prevent Losses through dishonesty. Our
special short form Insurance

Bond guarantees absolute protection.

American Surety Company OF NEW YORK

The Largest Surety Company in the World

RUDOLPH SPRECKELS, RESIDENT VICE-PRES.

JAMES K. LYNCH, RESIDENT VICE-PRES.

CHARLES A. SHURTLEFF, Counsel

R. D. WELDON, Manager, Pacific Coast District

Brewster Cameron, Jr., Acting Mgr. for Northern California and Nevada

Merchants National Bank Bldg. San Francisco. Telephone Kearny 1099

Life.—A San Francisco attorney, restored to competency, is suing for the reinstatement of a \$10,000 policy on his life. His wife as his guardian had collected the sur-

render value, illegally, he says. The case is Feigenbaum v. Home Life.

Fires caused the loss of over a thousand human lives in this country last year.

HOME LIFE INSURANCE COMPANY

OF NEW YORK

The fifty-fourth annual statement of the Home Life Insurance Company, of which George E. Ide is president, appears in the Herald's advertising columns this morning. It shows substantial progress along conservative lines. Assets increased during the year to more than \$29,000,000, after paying to policyholders nearly \$3,000,000, including \$540,000 in dividends. The insurance in force is more than \$116,000,000, being an increase during the year of nearly \$5,750,000.

—*New York Herald, January 22, 1914.*

For Agency apply to

GEO. W. MURRAY, Supt. of Agts.,
256 BROADWAY, NEW YORK, N. Y.

The FRANKFORT General Insurance Co.

Established 1865

Entered United States 1896

U. S. Department, 123 William St., New York, N. Y.

Workmen's Compensation
Workmen's Collective
Liability
Burglary
Personal Accident and Health
Industrial Accident and Health

Agents Wanted For Unoccupied Territory
Apply to New York office or to

WALTER A. CHOWEN,
Resident Secretary

340 Sansome Street San Francisco

Central California Agency

BEN LEONARD COMPANY

617 "J" St., Sacramento, Cal.

Southern California Agency

CONSOLIDATED AGENCY COMPANY

334 Central Building, Los Angeles, Cal.

AGENTS WANTED

To Solicit Subscriptions for The Coast Review, now in its 43d year. Good commissions. Sample Copies sent in advance. Will pay well any active man. Special offerings. Write Publisher for further particulars.

National Union Fire Insurance Company

of Pittsburg, Pa.

Cash Capital,	- - - - -	\$1,000,000.00
Surplus to Policyholders,	- - - - -	1,545,227.00
Assets,	- - - - -	4,136,638.00

METROPOLITAN DEPARTMENT

SAN FRANCISCO

604 Merchants Exchange Building

DIXWELL DAVENPORT, Manager

FIELD REPRESENTATIVES:

R. R. Roper, NORTHERN CALIFORNIA

604 Merchants Exchange Bldg, San Francisco

Wm. M. Stodghill, SOUTHERN CALIFORNIA

302 Stimson Building, Los Angeles, Cal.

GENERAL

The late Gen. Sickles once had millions but he died poor. Some satisfactory legacies would have been supplied by paid up life policies.

The Illinois insurance commissioner says annexes must go because they are forcing the small companies out of business. Next he may say, too, the foreign reinsurance companies must go.

The County Fire, owned by the New Hampshire Fire, will operate on this Coast—both as non-boarders, we hear.

Its rule against annexes caused the dissolution of the Augusta, Ga., exchange.

1792—FIRE INSURANCE**AUTOMOBILE INSURANCE—1914**

Insurance Co. of North America

OF PHILADELPHIA

ASSETS, \$17,938,783.51

Alliance Insurance Company

OF PHILADELPHIA

ASSETS, \$ 2,288,274.81**PACIFIC COAST DEPARTMENT :****JAMES C. JOHNSTON, General Agent****J. K. HAMILTON, Asst. General Agent****Security Building, 343 Sansome St.****SAN FRANCISCO****SPECIAL AGENTS****A. C. WRIGHT, San Francisco****F. J. MAYER, San Francisco****W. F. KUHL, Los Angeles****G. F. GUERRAZ, Seattle, Wash.****M. H. REEVES, Spokane, Wash.****G. L. CAMP, Billings, Montana**

KANSAS RATING LAW UPHELD

THE U. S. supreme court has upheld the insurance rating law of the state of California. The "vote" stood four for the constitutionality of the law and three against. This ruling indicates a similar decision in the similar Kentucky case. The best lawyers in the country—and they are better lawyers than the members of the supreme court—have been of the opinion that these absurd state rating laws, which fix prices for something whose cost is unknown, are unconstitutional measures. The effect of the supreme court decision at Washington will be far-spread and lamentable.

AT THE recent semi-centennial meeting of the Travelers a speaker said of Founder Batterson: There is another side to this wonderful, strong character. He possessed gentle qualities that gave us a great surprise now and then. One afternoon late in the day I was on my way to his office for an interview; just before entering the door I saw a little mouse, about the size of my thumb, creeping along near the wall and I exclaimed, "Hello, here's a little mouse." Mr. Batterson quickly shouted, "Don't hurt him, he's my friend. He visits me nights and keeps me company while I am here, feeding from my hand, crawling up my coat sleeve and around my neck and disports himself on my writing paper now and then. Of course, I have to stop writing. He is a friendly little fellow, and I am very fond of him."

RAILROADS GRANT HALF RATES

THE Transcontinental Passenger Association has just fixed round trip Exposition rates to San Francisco by direct routes as follows: From Missouri River points, including Omaha, Kansas City, St. Joseph and Atchison, \$50; from St. Louis, Memphis and New Orleans, \$57.50; from Chicago, \$62.50; from Denver, \$45. Tickets at these rates to San Francisco will be on sale from March 1st to November 30th, 1915. All tickets will have a return limit of 90 days, not later than December 31st, 1915, thus giving ample time to visit points of interest throughout the Pacific Coast. Liberal stop over privileges will be granted. Other passenger associations will at an early date fix 1915 rates to San Francisco from points east of Chicago. With the granting of half rates by the railroad companies and definite assurance given by the hotel men of San Francisco that their charges will not be raised, it is a foregone conclusion now that every insurance man in the United States who takes any pride in his profession will be able to visit this great Exposition next year.

GOOD SERVICE is the foundation upon which to erect a successful business. Brief, liberal, clearly expressed policies, with guaranteed low cost, are serviceable alike to policyholders and agents.

For agencies address

THE COLUMBIAN NATIONAL LIFE
BOSTON, MASS.

ARTHUR E. CHILDS,
President

WM. C. JOHNSON,
Vice-President and Gen. Mgr.

ORGANIZED 1797

The Norwich Union Fire Insurance Society, Ltd.

Of Norwich, Eng.

ASSETS OVER \$10,000,000

LOSSES PAID OVER \$100,000,000

Northwestern Fire and Marine Insurance Co.,

Of Minneapolis, Minn.

Assets, - \$995,596

Capital, - \$300,000

Surplus, - \$334,591

PACIFIC DEPARTMENT

J. L. FULLER, Manager

332 Pine Street,

SAN FRANCISCO

Pacific Coast Department

Aachen & Munich

Fire Insurance Company

430 California St., - - San Francisco, Cal.

A. C. OLDS, Manager

ARE YOU PLEASED?

IF NOT, SEE

US

POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
OCCIDENTAL LIFE INSURANCE CO.
OF CALIFORNIA

“THE DURABLE”

THIRD FLOOR GROSSE BLDG. LOS ANGELES, CAL.



NEW YORK UNDERWRITERS AGENCY

Cash Assets January 1, 1914,	- - -	\$26,525,973.85
Net Surplus January 1, 1914,	- - -	8,048,522.13
Surplus to Policyholders January 1, 1914,	-	10,048,522.13
Losses Paid, Over	- - -	167,060,500.00

H. R. MANN, Manager

F. M. BRANCH, H. R. MANN Jr., Assistant Managers

Pacific Department: 339-341 Sansome St., San Francisco

SPECIAL AGENTS AND ADJUSTERS:—V. H. QUITZOW, A. C. ANDERSON, SAN FRANCISCO, CAL.; A. E. BAILEY, SEATTLE, WASH.; H. HARRY SMITH, LOS ANGELES, CAL.; H. B. HAGEN, SPOKANE, WASH.

W. R. BROCK, President W. B. MEIKLE, Vice-President and General Manager

BRITISH AMERICA ASSURANCE CO.
OF TORONTO (INCORPORATED 1833)
(FIRE)

United States Assets	\$1,889,181.35
Liabilities in United States	1,161,272.95
Surplus	\$727,908.40

MILLER, HENLEY & SCOTT,

129 Leidesdorff Street, - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

GEORGE I. COCHRAN, president of the Pacific Mutual Life Insurance Company, and a member of the executive committee of the World's Insurance Congress, sailed May 6th from New York for a two months' trip through Europe. President Cochran will act as a special commissioner of the Panama-Pacific Exposition, to promote among European insurance men interest in the Insurance Congress.

FIRE**NIAGARA FIRE Insurance Company**

Assets, - \$6,981,389.16 Surplus to Policyholders, - \$3,664,392.31

DETROIT FIRE & MARINE Insurance Company

Assets, - \$2,194,259.14 Surplus to Policyholders, - \$1,549,532.75

NIAGARA - DETROIT UNDERWRITERS

Assets, - \$10,661,489.00 Surplus to Policyholders, - \$5,966,544.00

EDWIN PARRISH, Manager*Pacific Coast Department 334 Pine St., - San Francisco*

In Great Britain, "pluvius" policies are again being written, and the four types of policies of last season are used. The authorities at holiday resorts supply particulars of the summer rainfall.

Good Territory**OPEN TO
RIGHT MEN**

—those who know how and can produce applications and settle policies—always ready to negotiate with men of experience, energy and enthusiasm.

**UNION MUTUAL LIFE
Insurance Company**

PORTLAND, MAINE.

FRED E. RICHARDS, PresidentAddress ALBERT E. AWDE, Supt. of Agencies
7 W. Madison St., Chicago, Ill.**GEO. ELLIOTT HUNT, Manager**
Shreve Bldg., San FranciscoT. H. McAllis, Manager, Sherlock Bldg.,
Portland, Ore.P. B. Duren, Manager, Boston Block, Seattle,
Wash.The Western States Agency Co., Manager,
225 Foster Building, Denver, Col.

J. E. Evans, Manager, Vancouver, B. C.

THE**Standard Accident****Insurance Company***Of Detroit, Mich.*

LEM W. BOWEN, President

J. S. HEATON, Secy.

Cash Capital, \$ 500,000**Gross Assets, - 4,377,439****Claims Paid, - 16,500,000**

Writes Accident and Sickness Insurance, Accident Policies Provide for—Unlimited Indemnity, Beneficiary Benefits, Accumulations, Optional Benefits, Hospital Indemnity, Combination Features, Surgeons' Fees Where no Claim for Disability is Made, Special Benefits for Sunstroke, Freezing, Etc.

Accident and Sickness Insurance for Women.
Contracts Practically Without Conditions.

CLARENCE F. BRIGGS,

SUPT. PACIFIC COAST DEPARTMENT.

California, Oregon, Washington, Idaho, Nevada, Arizona, Utah, and the Hawaiian Islands.

Mills Bldg., San Francisco

H. H. HAIGHT, District Agent.

Contracts Unexcelled. Agents Everywhere.

The Illinois insurance commissioner says the companies are charging policyholders in his state far too much in order that they may stay and pay excess losses in such states as Kansas and Missouri, the governor says.

**NORTHERN
LIFE**

The Company with the ever-easy-to-sell
Combination Life, Accident and Health (3 in 1)
Policy—

Pays good, fair commissions—
Gives prompt and satisfactory service to both
policyholders and representatives

In short: A good, all-round, successful com-
pany; full of Life and Energy—The kind you
are glad to connect yourself with—

Write for information—
—No obligation incurred.

HOME OFFICE
SEATTLE
U. S. A.

W. R. BROCK, President.

W. B. MEIKLE, Vice President and General Manager

WESTERN ASSURANCE CO.
OF TORONTO (INCORPORATED 1851)

United States Assets	\$2,578,165.00
Liabilities in United States	1,524,276.00
<i>Surplus</i>	<i>\$1,053,889.00</i>

PACIFIC COAST DEPARTMENT
129 LEIDESDORFF STREET - - - SAN FRANCISCO
MILLER, SCOTT & HENLEY, Managers.

Total Assets Represented over \$20,000.000

Svea
Insurance Company
of Gothenburg

Agricultural
Insurance Company
Watertown, N. Y.

Globe & Rutgers Fire
Insurance Company
of New York

Hamilton Fire
Insurance Company
of New York

Globe Underwriters
of New York

EDWARD BROWN & SONS
General Agents Pacific Coast Department
202 - 204 Sansome St., San Francisco

22,000 EDITION

It Is for All Local Agents

10th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.50

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

Royal Exchange Assurance

OF LONDON

Incorporated by Royal Charter A. D. 1720

Total Assets Exceed \$32,000,000.00

A Successful Record of Nearly Two Hundred Years.

Losses Paid During That Time Exceed

\$225,000,000.00

United States Branch, 92 William St., New York City

R. D. HARVEY, United States Mgr.

LAWRENCE F. LAMPING, State Agent

For Oregon, Washington and Northern Idaho

310 BURKE BUILDING, SEATTLE

CANTON

Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital paid up (Gold)	-	-	\$ 250,000 00
Cash Assets (Gold)	-	-	2,267,816 75
Net Surplus over Capital (Gold)			1,554,193 31
Bonds on deposit in the U. S.	-		225,000 00

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents

Since January, 1882

J. J. THEOBALD, Manager

320 California Street, San Francisco

[Babcock Building]

PHŒNIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

W. IRVING

General Agent for Pacific Coast

R. GALLEGOS

Assistant General Agent

343 SANSOME STREET

Security Building

(Entrance on Halleck Street)

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employees. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.
Royal Insurance Building

GENERAL INSURANCE NOTES

CASUALTY

Failure. — The Springfield (Mass.) Mutual Disability Co. is in the hands of a receiver.

An explosion in Detroit killed ten workmen. The liability under the compensation act is perhaps \$60,000. The Ocean Accident covers this risk.

The loss of 210 lives by a mine disaster in West Virginia costs the new state compensation fund tens of thousands of dollars.

The California workmen's compensation law is being attacked in court by the Great Western Power Co.

The National Association of Casualty and Surety Agents, through its President, Wade Fetzer of Chicago, has appointed Mr. Leonard C. Jones, Coast manager of the Ocean Accident and Guarantee, to represent it in the National Council of the World's Insurance Congress.

Unimproved Street No Ground for Damages

Judge Hunt, San Francisco, in the trial of the suit of Benjamin Dahl against John Iberg and the City Street Improvement Company, directed the jury to find a verdict in favor of the defendants.

Dahl brought a damage suit for \$5000 against the defendants for injuries alleged to have been received while he was driving his auto in front of Iberg's property on Fifth avenue, Iberg having refused to have the street facing his buildings improved by the City Street Improvement Company.

Judge Hunt held that Iberg, in refusing to sign a contract for the street work, acted within his rights, and that he was not liable for any injury a third person might sustain thereby.

LIFE

The North British insures the lives of the Marconi operators in group. We are under the impression that this company is the original group-lives insurer.

A victim of the recent club-house fire in St. Louis had a life insurance application for a policy in the Fidelity Mutual, and two appointments for a medical application had been made; but each time the applicant requested a postponement. He died in the fire, without insurance for his beneficiaries. Beware of procrastination.

FIRE

The Commercial of Washington will probably be reinsured at an early date.

Prince Rupert, B. C., May 14.—Fire in the Northern hotel at Stewart, forty miles north of here, extended to many buildings until checked by dynamite.

St. Louis fire losses last year were \$12,665,385, practically all covered by insurance. A brick city with 13 fires a day.

The State Fire of Omaha has reinsured in the National. The State was eleven years old, had \$121,900 premiums, and 71 percent loss ratio. The company was young but weary, and its stockholders were "leary."

Denver.—Jas. V. Bray has resigned as state agent for the Royal Exchange.

Texas locals will ask the legislature to compel the companies to pay them more than 15 percent commission. They demand as much as the companies pay in California, Kansas and elsewhere.

An Indiana adjuster for the Fidelity Phenix was run over by a train this week and lost a leg. He died next day.

ESTABLISHED 1873

Office of Edward E. Potter

General Agent

The first office to commence paying losses after the conflagration.

The first office to commence paying in full the face of the policies, without discount, for cash or exchange.

The only general agency that remained in San Francisco where its patrons suffered.

The only office that did not compel its patrons to go to the expense and trouble of going to Oakland for the adjustment of their claims.

The Edw. E. Potter General Agency commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
It Costs No More**

January 1, 1913

OLD AND
TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS TO POLICYHOLDERS	\$5,312,945 00
UNDIVIDED PROFITS	2,486,705 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS TO POLICYHOLDERS	\$3,848,154 00
UNDIVIDED PROFITS	896,217 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS TO POLICYHOLDERS	\$2,492,354 00
UNDIVIDED PROFITS	439,752 00

EDWARD E. POTTER, General Agent

W. W. POTTER, Assistant General Agent

Potter Building, 578 Sacramento St.

San Francisco, Cal.

ONE'S IDEA OF ONESELF

IF "without vision the people perish," the absence of a free hand for self-idealization is almost equally fatal to the individual. When a man can no longer think well of himself he might as well get ready to "go." The firebug who calmly confessed the other day to a hand in forty or more fires throws his own idealized light on himself and his criminal doings. In the first place he was not a "firebug," but (for the sake of his family) an "incendiary." In the second place he was proud of his efficiency—of the neatness and dispatch with which his peculiar labors were performed. In the third place he was an angel of mercy, helping the poor under dogs of business out of tight situations. In the fourth place he did away with a lot of tumble-down shacks which were replaced by better and sightlier buildings. In the fifth place he never burned anybody up.

It is hard to steel oneself to mete out even-handed justice to a philanthropist, a humanitarian, a general aesthete, a punctilious man of business and a considerate husband and father. Though arson must be punished and discouraged, who would wish to be the man that will try to convict and imprison its latest votary?—Record Herald.

LIFE INSURANCE IS A NECESSITY

IN THE United States there are more than 25,000,000 people that carry life insurance, which includes both the so-called ordinary and industrial kind.

This seems quite a lot of policyholders; yet, as the population of the United States is nearly one hundred million, it appears that only about one person in four is insured.

Of these 25,000,000, it is computed that at least 300,000 die each year, and those to whom the policies are payable got in 1912 \$345,000,000—quite a big sum to be divided up even in a big country like this.

There is hardly a community of any size that is not benefited more or less; many a home is saved for the family that otherwise might be sold under a mortgage; many a wife is kept from a life of drudgery; many a child is educated, and many an aged parent placed in a position to round out life in comfort, if not in affluence.

But, as against these 300,000 people who annually die covered by insurance and thus provide for their beneficiaries, there are approximately 1,000,000 who die without protection, and when they go, leave no insurance to help those depending on them.—The San Francisco Call.

BIG POWER RESERVOIR:—Chico, Cal., May 8.—All but 6,000 acres of the 26,000 acres in the reservoir of the Great Western Power Company at Big Meadows are now covered by water. The water is coming in so fast company employes fear there will be more than can be handled until the big dam is completed. Many farms, homesteads and home properties that once stood on the site of the reservoir are now covered several feet deep with water.

STABILITY AND STRENGTH

RESOURCES OVER \$53,000,000.00

SUN
OF LONDON

COLONIAL
FIRE UNDERWRITERS
AGENCY

NATIONAL
OF HARTFORD

MICHIGAN
FIRE AND MARINE
OF DETROIT

SUN
UNDERWRITERS

MECHANICS & TRADERS
OF NEW ORLEANS

PACIFIC DEPARTMENT

WILLARD O. WAYMAN---CARL A. HENRY

JOINT GENERAL AGENTS

FRANK E. STONE

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ASSISTANT GENERAL AGENTS

Sansome and Sacramento Streets

San Francisco, Calif.

Branch Offices: Los Angeles, Cal., Portland, Ore., Seattle and
Spokane, Wash., and Denver, Colo.

AGENTS WANTED IN EVERY CITY, TOWN OR VILLAGE.

1863

51st YEAR

1914

FIRE

AUTOMOBILE

MARINE

Organized in 1863

Firemans Fund

Insurance Company

Incorporated under the Laws of California.

433 California Street - San Francisco, Cal.

Insurance Exchange Building

Capital, \$1,500,000.00 Assets, \$9,864,872.00

BERNARD FAYMONVILLE

PRESIDENT

J. B. LEVISON

VICE - PRESIDENT

LOUIS WEINMANN

SECRETARY

A. W. FOLLANSBEE, Jr.

MARINE SECRETARY

H. P. BLANCHARD

ASSISTANT SECRETARY

JOHN S. FRENCH,

ASSISTANT SECRETARY

T. M. GARDINER

TREASURER

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171 La Salle St., Chicago, Ill.

Eastern Department

A. K. SIMPSON, Manager

J. W. LITTLE, Ass't Manager

Mason Building

Boston, Mass.

Southeastern Department

EDGAR S. WILSON, Manager

Macon, Georgia

Atlantic Marine Department

FRANZ HERRMANN, Manager

79-85 Wall Street, New York

VOL. 86
NO. 6

JUNE

SEE PAGE

1914

THE

TELEPHONE KEARNY 5934

Coast Review

INSURANCE

PROTECTION

An Insurance Journal and Directory

IN ITS FORTY-THIRD YEAR

San Francisco: Merchants Exchange Building

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INSURANCE PUBLISHING CO., Publishers

Disability Benefits—Henry Moir
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Ex-President Green Acquitted
Pacific Surety Reinsures
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Sample Inter-Insurer's Letter
Annual Statements
British Columbia Statutory Policy—George C. Main
Spokane News Notes
National Board Meeting
Woodmen Cheap Guys Win
Metropolitan Life Examination
Why Not Certified Companies?
Mutual Life \$200,000 Club Meets in San Francisco in 1915
Horses Housed in Fire-Traps Everywhere
Manhattan Life Men Coming to San Francisco in 1915

Circulating Extensively in all the
States and Territories of the Pacific
West

PRICE 25 CENTS
\$3.00 PER ANNUM

Subscribers in the East, in Europe, in
South America, Japan, China and
Australasia

THE LIVERPOOL & LONDON & GLOBE INSURANCE CO., LTD.

NEW YORK OFFICE, 80 WILLIAM STREET.
H. W. EATON, Manager
G. W. HOYT, Deputy Manager
J. B. KREMER, Ass't Deputy Manager
T. A. WEED, Agency Superintendent

NEW ENGLAND STATES, NEW YORK, NEW JERSEY, PENNSYLVANIA, MARYLAND, DELAWARE, DISTRICT OF COLUMBIA, VIRGINIA, WEST VIRGINIA, NORTH CAROLINA, SOUTH CAROLINA, OHIO, INDIANA, KENTUCKY, TENNESSEE.

NEW ORLEANS OFFICE, COR. CARondelet & COMMON STS.
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R. H. COLCOCK, Jr., Deputy Ass't. Mgr

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SAN FRANCISCO OFFICE, 444 CALIFORNIA ST.
R. P. FABJ, Manager
THOS. H. ANDERSON, Ass't Manager

CALIFORNIA, NEVADA, ALASKA, OREGON, WASHINGTON, ARIZONA, IDAHO

ILLINOIS, MICHIGAN, IOWA, WISCONSIN, MINNESOTA, MISSOURI, KANSAS, NEBRASKA, COLORADO, N. DAKOTA, S. DAKOTA, MONTANA, UTAH, WYOMING, NEW MEXICO.

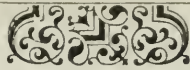
CHICAGO OFFICE, INSURANCE EXCHANGE.
W. S. WARREN, Manager.
GEO. H. MOORE, Assistant Manager
HUGH R. LOUDON, Deputy Ass't. Mgr

Established 1836

Entered U. S. 1

Entered U. S. 1

LOGAN B. CHANDLE
GEO. J. J



Conflagration-Proof Insurance




Losses paid to date, - - over \$166,000,000

PACIFIC DEPARTMENT.

GERMAN AMERICAN. PHOENIX OF HARTFORD

GERMAN ALLIANCE. PROTECTOR UNDERWRITERS.



EQUITABLE FIRE & MARINE INSURANCE CO.

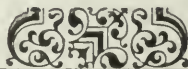
GEO. H. TYSON GENERAL AGENT.
HERBERT FOLGER, ASST. GENL. AGENT

SAN FRANCISCO.

Losses paid in San Francisco, - over \$6,000,000

Total Assets Thirty - Nine Millions

Agents Wanted in every City, town or Village



YOUR CARD

as a representative of the "Oldest Life Insurance Company in America" will prove your best introduction

The Mutual Life Insurance Company of New York

Impregnable Strength

Incomparable Dividends

Maximum Benefits

Minimum Net Cost

For terms to producing agents, address

GEORGE T. DEXTER, 2d Vice-President

34 Nassau Street, - - - - - New York, N. Y.

LIFE INSURANCE

THE MILK in the "Call" cocoanut is explained. Professing disinterest and benevolence and beneficence, the San Francisco penny Call came out with a biff-boom for life insurance. Old arguments were piled up and fired off. Then the hustling "ad" solicitor. Now the "department" where inquiries are directed to the life companies which advertise in the Call. So innocent, so disinterested, don't you know!

FOR FIVE WEEKS ending April 25 the Mutual Life of New York paid 660 death claims in a total sum of \$3,003,676. The deceased policyholders had paid a total of \$1,608,127 in premiums. Among the death claims paid were these (in dollars): Moses Seabolt, Los Angeles, 5,700; Clar. R. Nissen, Esparto, 6,376; Victor Ponet, Sherman, 5,000; Geo. W. Vanderbilt, Washington, D. C., 1,000,000. Mr. Vanderbilt had paid \$595,000 premiums. Check for \$1,000,000 was delivered to the widow executrix one hour after receipt of proofs. The company, in accordance with practice, had reinsured all in excess of \$250,000.

THE Southern Casualty and Surety Conference announces the appointment of Charles E. Clark, secretary of the Peninsular Casualty Company of Jacksonville, Florida, to represent its body in the National Council of the World's Insurance Congress.

INCORPORATED 1861

The California Insurance Company

Cash Capital, \$400,000 00

Net Surplus, 191,636 00

Total Assets, 1,141,200 00

E. T. NIEBLING, President
GEO. W. BROOKS, Secretary

W. E. DEAN, Vice-President
J. W. WARNER, Assistant Secretary

HOME OFFICE: Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.

Special Agents and Adjusters

A. N. LINDSAY, Seattle LEIGH H. ROBINS, Los Angeles B. A. SIFFORD, Portland

**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."**

Eastern Department, Philadelphia, FRANK C. STURTEVANT, Manager.

Middle East Department, Pittsburg, LOGUE BROS. & CO., Gen'l Agts.

London & Lancashire Fire Ins. Co. Ltd.

Of LIVERPOOL, ENGLAND

INCORPORATED 1861

Capital Subscribed and on Call, \$23,211,180.00

Total Available Assets, 35,096,835.00

Pacific Department, 332 Pine Street, : : San Francisco

SAM B. STOY, Manager

GEO. ORMOND SMITH, Agency Superintendent, *San Francisco*

W. B. HOPKINS, Local Secretary, *San Francisco*

J. P. YATES, Agency Superintendent, *Los Angeles*

SPECIAL AGENTS—Geo. T. Richmond, San Francisco; N. W. Clayton, Jr., Salt Lake; W. W. Gilmore, Sacramento; G. L. Goodell, Portland; J. P. Hague, Los Angeles; D. H. Parry, Seattle; N. Gardner, Denver.

The "London & Lancashire" is a staunch supporter of the agency system and does not write over the heads of its representatives

Pacific Coast Casualty Company

OF CALIFORNIA

EMPLOYERS' LIABILITY—TEAMS—
GENERAL LIABILITY—WORKMEN'S
COLLECTIVE—VESSELS—ELEVAT-
OR—AUTOMOBILE—PERSONAL AC-
CIDENT—BURGLARY and PLATE
GLASS INSURANCE—FIDELITY and
SURETY BONDS. ∴ ∴ ∴

T. L. MILLER, President

HOME OFFICE:
Merchants Exchange Building
SAN FRANCISCO

LIFE

The Lincoln National, which virtually owns the Michigan State Life, will absorb the latter.

"Dexter month" brought over a million new business for the Mutual Life at its Chicago agency.

Shanghai has a new life company called The Venus. Every policyholder receives a picture of this lady.

The Appalachion Life has reinsured in the Columbian Life of Cincinnati. The Apps. didn't have apps. enough. It was recently obliged to cut its capital in two.

An insurance agent having authority to collect from insured a past-due premium and take an application from him for reinstatement had authority to collect from him another premium due in a few days, necessary to preserve the insurance under the reinstatement.—165 S. W. 1152.

BANKERS LIFE COMPANY

DES MOINES, IOWA

Organized 1879

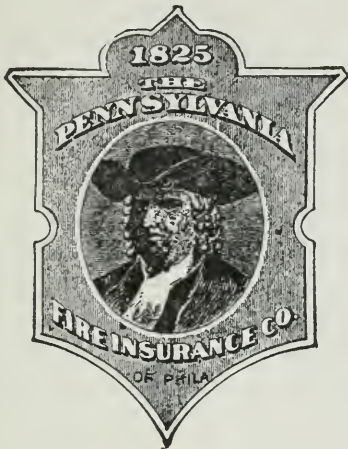
Insurance Issued and Restored,

1913 (Paid for) - - \$60,907,000.00

Increase in Admitted Assets

for Year - - \$ 2,630,411.43

ERNEST E. CLARK, - President



The Pennsylvania

*Fire Insurance Company
of Philadelphia*

Assets Jan. 1, 1914, \$8,002,962.21

Surplus to Policyholders

Jan. 1, 1914, 3,076,053.39

One of the Oldest and Strongest Fire Insurance Offices
in the United States

Pacific Coast Department:

201 Sansome Street, SAN FRANCISCO

RUSSELL W. OSBORN, Manager

S. P. MESICK, Superintendent of Agencies

F. J. AGNEW, " " "

SPECIAL AGENTS: A. C. McConnell C. V. McCarthy F. A. Lathrop

FIRE

Why do the companies stay in Kansas?

The Home of New York leads in Missouri premiums.

The Cleveland National Fire begins with \$700,000 capital and over \$300,000 net surplus.

The Indiana fire marshal has found that 60 percent of the store fires occur at night, when nobody is present.

St. Paul's fire loss ratio in over 20 years has averaged 66 percent. Apparently Los Angeles's record is as bad.

Bad forest fires have begun early in Washington and British Columbia. Several lumber camps and ranch homes have been destroyed.

The admission of the London & Lancashire General to New York is, naturally, opposed by the London Lancashire Fire because of similarity of names.

The Metropolitan Life Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

“An agent is known by the companies he keeps.”

**CONTINENTAL INSURANCE COMPANY
OF NEW YORK**

The best company for a policy-
holder is the best company
for an agent.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago

**FIDELITY-PHENIX FIRE INSURANCE COMPANY
OF NEW YORK**

The assured places the responsibility
on the agent; a Fidelity-Phenix
policy relieves him of it.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
137 South LaSalle Street, Chicago

**FIDELITY (FIRE) UNDERWRITERS
OF NEW YORK**

Combine the assets of two of the
largest companies with the highest
sense of liberality and fairness.

Combined Assets, \$42,586,574

Policyholders' Surplus, \$23,743,555

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago



FOUNDED 1806

Law Union & Rock

Insurance Company, Ltd.

OF LONDON

Funds Exceed \$ 47,897,465

Annual Income Exceeds 6,500,000

Claims Paid Over 130,000,000

Union Assurance Society Ltd.

OF LONDON

200th ANNIVERSARY—FOUNDED A. D. 1714

Home Office Statement, Jan. 1, 1914

Capital \$2,250,000

Assets 7,115,990

Surplus 4,570,520

PACIFIC COAST DEPARTMENT

HARRY H. SMITH, Manager

433 California Street : : : San Francisco, Calif.

EDWARD M. BRODENSTEIN, Branch Secretary J. P. CARROLL, Superintendent of Agencies

SPECIAL AGENTS: F. A. STAHL, Northern California and Nevada, San Francisco; NOAH L. NELSON, Northern California, San Francisco; F. F. RICHARDS, Southern California and Arizona, Los Angeles; R. D. EMERY, Oregon and Western Washington, Portland; NYE KERN, Eastern Washington, Idaho and Montana, Spokane; M. B. BOOTHBY, Colorado, Denver.

APPLICATIONS FOR AGENCIES INVITED

June 6, 1914

THE COAST REVIEW

(Insurance)

Began in 1871

Merchants Exchange,

:

:

San Francisco

Insurance Congress

San Francisco, 1915

PUBLISHER'S TABLE

"YOURS is the only insurance journal that I find worth the subscription price," writes a subscriber to the Coast Review. Thank you.

ANOTHER subscriber writes: "Your law reports are very interesting and some of them have a practical value to me. But please use more black type." We will.

CHIEF JUSTICE WHITE and Associate Justices Vandevanter and Lamar dissented from the majority opinion of the national supreme court in the Kansas rating case. These able justices hold that insurance is a private contract with which the state has no right to interfere. Justice Lamar says the court's decision upholds the principle that the state has the right to fix the price of every article on the market, including magazines and newspapers, for they of all things are certainly impressed with a "public interest." It is said that Justice McKenna, who read the decision, has never rendered a decision in favor of any insurance company.

THE COAST REVIEW PACIFIC FIRE CHART contains more Coast fire insurance statistics than all other fire charts combined. It is the only chart which gives Coast business by states and companies. It is also the only chart which gives in brief the principal court rulings in 12 months. The num-

ber at the end of the paragraph refers to the page of the Coast Review in which the case is more fully treated and the title given. There were fewer important decisions than in the previous 12 months. The population statistics will be found approximately correct, being based generally on a 10 percent increase in four years. The population of the Pacific West, not including any part of Canada nor Mexico, is given as 8,085,000, of which one-third live in California.

OF COURSE, your company or general agent sent you a copy of the Coast Review Chart. If not, let us know and name the negligent party.

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The railway mileage of the world is 670,523, of which the United States has 250,000 and is the leader. Germany ranks second, with 39,894 miles.

The National Board has adopted a revised standard short rate table.

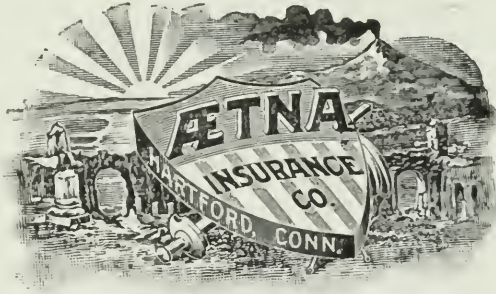
"THE LEADING FIRE INSURANCE COMPANY OF AMERICA."

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$6,909,389.89

Surplus as to
Policyholders
\$11,909,389.89



Cash Assets Now
\$22,481,250.34

Losses Paid
in
95 Years

\$138,501,348.36

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

W. H. BREEDING, General Agent

E. S. LIVINGSTON, Asst. General Agent

**Main Office, 301 California Street
SAN FRANCISCO**

SPECIAL AGENTS AND ADJUSTERS

J. A. MURPHY, General Adjuster

H. E. O'BRIEN G. E. TOWNSEND. H. F. MILLS. G. S. MARINER. E. V. CULVER, FRED H. ROAD

This Company has absolutely no connection with any other corporation
bearing the name of Aetna.

MARINE AND AUTOMOBILE DEPARTMENTS

E. S. LIVINGSTON, Marine Superintendent

325 CALIFORNIA STREET

HARTFORD FIRE

Insurance Company

Chartered 1810

FIRE, MARINE AND AUTOMOBILE INSURANCE



Assets, January 1, 1914, **\$26,525,973 85**

Surplus to Policyholders, **10,048,522 13**

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

430 California Street, SAN FRANCISCO

City and Marine Department

441 CALIFORNIA ST.

SPECIAL AGENTS AND ADJUSTERS

GEO. E. DEVINE, Sup't of Agencies, San Francisco

J. J. DENNIS, Portland, Ore.

MILTON E. SPAULDING, San Francisco, Cal.

ROBERT E. DOLLARD, San Francisco, Cal.

W. S. DENNIS, San Francisco, Cal.

L. H. EARLE, San Francisco, Cal.

C. E. MILLER, Salt Lake City, Utah

NEIL STEWART, Spokane, Wash.

P. H. GRIFFITH, Los Angeles, Cal.

ERNEST E. PRICE, Los Angeles, Cal.

JUNE, 1914

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 43d Year

Foreign, \$3.50

Office 1103 Merchants Exchange

Volume 86

San Francisco, California, U. S. A.

Number Six

Entered at San Francisco Postoffice as second-class mail matter

Fire losses on the Coast and everywhere throughout the country have been increasing for some time. It is suspected that the continued depression in business generally may have affected the moral hazard or at least increased neglect and carelessness.

++

The days of low loss ratio, it is feared, are gone forever; for rates are low, expenses are high, and fires are increasing.

++

Life insurance is beginning to feel the effects of poor business. Some of the new small companies are seeking safety in consolidation. Probably a dozen or more will soon consolidate or retire. The pressure of cost and unfavorable business conditions is too severe for long survival, unless the stockholders are prepared to forego dividends, and build up a business. A prosperous life insurance company is good property in more ways than one.

++

The clouded affairs of the Natoma Consolidated, with a heavy drop in the quotations of its securities, has helped to make still duller a very dull market for California securities. Great confidence had previously been felt in the management of the Notomas.

The decision of the California supreme court to the effect that bonds are not negotiable paper has been somewhat disconcerting to banks, brokers and other bond-buyers. The court holds that bonds are not negotiable instruments because there appears on the face a statement that they are secured by mortgage, which puts the purchaser on inquiry. The bonds in question had been held in trust and were stolen and pledged for loans. The robber bankers, however, had been authorized to sell other bonds of the same issue.

++

Looks like a 60 percent American and a 65 percent world fire loss ratio in adamantine 1914.

++

Some companies are sorry they must make a semi-annual report on July 1 in Georgia.

++

In the recent Italian riots sixteen churches were burned and forty others were damaged by the rioters.

++

It is a significant fact that the railroads of the country are reporting decreased receipts.

++

California's industrial accident commission rules a man can't collect insurance for accidentally shooting himself.

WHY NOT CERTIFIED COMPANIES?

A CITY in the Middle West recently offered "certified" babies for adoption. This offer was quickly modified. The foster parents hereafter must also be "certified." The two conditions are equally wise and just. The baby has as much right to have certified parents as the latter have to a certified adopted baby.

These new social facts suggest to us the query, Why not certified insurance companies? The most important thing, from the point of view of either the agent or the policyholder, may be the policy-maker's reputation as a liberal and prompt losspayer, or its record as to litigation, rather than a certificate or verification of sworn figures of resources. A company with a small surplus or a higher net cost for indemnity may furnish better indemnity because freer from the elements of delay, contention and resistance in court.

There are fire companies which "buy business" and are often in court as defendants on technical grounds; there are life companies which pay handsome dividends and yet treat claimants unhandsomely by keeping the letter but breaking the spirit of the contract.

A "certified" company should have in its certificate a guarantee that it lives up to the spirit as well as the letter of its policies; that it resists no equitable claim; that it pays no dividends until they are earned; that it does no reckless underwriting and jeopardizes neither its policyholders nor its stockholders; and that it is unlikely to reinsure and retire from business at an early day.

FIRE MAN PREFERRED LIFE INSURANCE WORK

A SUCCESSFUL LOCAL fire agent sold his agency. He was asked, Aren't you unhappy? Don't you feel like a fish out of water? He answered, On the contrary, I now feel free, for I'm doing life insurance soliciting and I like it better. I don't kowtow to anybody now. When I have written a man for life insurance I am done with him; I don't have to cultivate him any more; but when I write fire insurance, I have to "cultivate" that policyholder all the year in order to get his renewal. I go out of my way to trade with him, or to speak to him, or to introduce him to some one. No, the life insurance solicitor is a free man; the fire insurance solicitor is a slave.

A CITY is adorned by good citizenship, the body by beauty, the soul by wisdom, acts by virtue, and speech by truthfulness. But the opposites of these virtues are a disgrace. Man and woman, word and deed, city and government we ought to praise if praiseworthy, and blame if blameworthy. For it is equally wrong and stupid to censure what is commendable, and to commend what is censurable.—Gorgias, 2400 years ago.

FIRE TRAPS. — A prominent architect in San Francisco asserts that the board of public works has "allowed numberless firetraps to be constructed in all parts of the city." Yes, and it allows many 1906 "temporary" shacks to remain.

Insurance in State and Federal Courts

OUR BEST DIGEST OF RECENT DECISIONS

Fire Insurance in Court

Texas—Fire Ass'n of Philadelphia v. Strayhorn, 165 S. W. Rep. 901

Evidence—Instructions

Where, in an action on a fire policy covering a concrete building, insured's evidence showed that the standing walls could not be utilized for reconstruction, and insurer showed that certain portions could be used, but did not show what it would cost to put them in a condition on which to place a building, or the value of the walls, or the extent of the depreciation in the building, a charge that a building is not a total loss so long as its identity is left, and so long as the remnant may be reasonably adapted for use on which to restore the building, but a building is a total loss unless the remnant is of that substantial character that, if the same was restored or repaired, it would be considered the old structure and not a new building, was sufficiently favorable to insurer in defining total loss.

Liability—Interest

Where an insured building is destroyed, the amount of the policy is due when the loss occurred, and it will bear interest from that date, though the policy provides that any sum for which insurer may be liable will not be due until 60 days after proof of loss.

Proof of Loss—Form

No particular form of proof of loss under a policy is required, so long as the proof is ample to enable the insurer to consider its rights and liabilities.

Federal—O'Brien v. North River Ins Co., 212 Fed. Rep. 102

Extent of Liability—"Profit Due"

Plaintiff, the proprietor of a hotel in a city, contracted to reserve for T. during five consecutive days of a political convention, sleeping accommodations for 400 persons at \$3 per day each, and gave an option to increase the reservation to 650 on notice be-

fore a specified date. After two payments had been made on the contract, plaintiff obtained from defendant a policy of "\$10,000. On profit due the assured by reason of advanced paid-up contract for use of rooms during convention week, beginning June 24, 1912." The policy also provided that if the building should be destroyed so as to prevent fulfillment of the contract for the total number of rooms, the insurer should be liable at the rate of \$1,428.57 per day, and, in case of partial damage, the insurer should be liable for that proportion of \$1,428.57 which the reduction bears to the per diem amount. At the time the policy was executed the insurer had not seen the contract, and before the convention the hotel was so damaged that it could not be used for the entertainment of guests, and plaintiff was obliged to cancel the contract and return \$3,000 advance payments made thereon. Held, that the words "profit due" in the policy did not mean the amount plaintiff would have collected from the person making the reservation but for the fire, but was rather the gain or benefit which plaintiff expected to derive by reason of the contract, not only from room rent, but from restaurant patronage and other transactions to be expected from hotel guests, the amount of the policy being regarded as a fixed valuation thereof in case of total loss, and hence under such circumstances plaintiff was entitled to recover the face of the policy.

Valued Policy—Estoppel

The principle that insurance is to be regarded as a contract of indemnity is limited by the rule that the parties to the contract may agree on a valuation in advance, not only as to the value of tangible property, but also with reference to expected profits or gains, and, in the absence of fraud, the insurer is estopped to claim that the valuation is excessive, nor will it be made the subject of judicial inquiry.

Federal—U. S. S. C.—German Alliance Insurance Company, Appt., v. Ike Lewis, as Superintendent of Insurance of the State of Kansas, 34 Sup. Rep. 612

Constitutional Law — Police Power — Regulating Prices—Business Affected with Public Interest

A business may be so far affected with a public interest as to permit legislative regulation of its rates and charges, although no public trust is imposed upon the property, and although the public may not have a legal right to demand and receive service.

Police Power

The business of fire insurance is so far affected with a public interest as to justify legislative regulation of its rates.

Equal Protection of the Laws — Classification—Regulating Foreign Insurance Rates

Exempting farmers' mutual insurance companies organized and doing business under the laws of the state, and insuring only farm property, from the legislative scheme for regulation of fire insurance rates, as is done by Kan. Laws 1909, Chap. 152, does not render such legislation invalid as to other insurance companies as denying the equal protection of the law.

Rents

A policy, indemnifying insured against loss of rents caused by fire or lightning actually sustained on rented premises for and during such period as may be reasonably necessary to restore the premises to the same tenantable condition as before the fire, held to cover such period as was necessary to place the contract for repairs, and was not limited to the time actually spent in the making of the repairs.—Hartford Fire Ins. Co. v. Pires, 165 S. W. 565.

Vacancy Only on Sunday

The effect of a provision of an insurance policy, avoiding it if the premises become vacant or unoccupied, depends upon the intent of the parties, to be ascertained from the whole instrument, the subject-matter of the contract, and the situation of the property insured.—Farmers' Mut. Equity Ins. Society v. Smith, 165 S. W. 675.

Notwithstanding provision that insurance will not be carried on unoccupied buildings

unless covered by vacancy permit, insurer held liable where tenant moved out on Saturday evening and another tenant was to move in on Monday, and the building was burned early Monday morning.—Id.

Provided Means If

The clause, "Provided that in case the mortgagor or owner shall neglect to pay any premium due under this policy, the mortgagee shall, on demand, pay the same," being a part of the mortgagee clause of the New York Standard policy, held a condition and not a covenant, since the word "provided" means "if," or "on condition," and is used to express a condition and hence the mortgagee was not liable for the premiums.—146 N. Y. S. 631.

Misrepresentation

Under Rev. St. 1911, the fact that an insured in her proof of loss misrepresented the value of a stove could not affect the liability of the company, where the total value of the property destroyed, exclusive of the stove, was largely in excess of the amount of the policy.—Camden Fire Ins. Ass'n of Camden, N. J., v. Puett. 164 S. W. 418.

Vacancy

An agreement by defendant's agent to attach a vacancy permit to plaintiff's policy in case the insured property should become vacant in the future held not a waiver of a forfeiture for a subsequent vacancy.—160 S. W. 59.

Permit Not Attached

Where a vacancy permit, limiting a loss during vacancy to three-fourths of the insurance, was not attached to the policy, which contained no such provision, and plaintiff was permitted to recover on the theory that the forfeiture for vacancy was waived, he was entitled to full indemnity.—160 S. W. 59.

A transaction, whereby personal property was conveyed as security for a debt, held not a chattel mortgage, and so not to avoid an insurance policy which provided that, if the subject-matter of the insurance should be mortgaged, the policy should be void.—163 S. W. 510.

Cancellation

Under a provision of a fire policy authorizing cancellation, and providing that the unearned premium should be returned, held, that a legal tender of the unearned premium was essential to a valid cancellation.—*Niagara Fire Ins. Co. v. Mitchell*, 164 S. W. 919.

The retention by an insured of an express money order mailed to him by the company for unearned premiums, with a notice of cancellation, until after a fire, when it was returned by the insured's attorney, he having previously refused a check, and demanded money, held not a waiver by the insured of his right under the policy to receive a legal tender of the unearned premium.—*Id.*

Where a policy provided for an extension of time for the benefit of the mortgagee in case of cancellation, the mortgagee may waive that provision for his benefit.

A cancellation of policy upon mortgaged property held ineffective as to the mortgagee, who consented to the cancellation solely on faith of the unintentional misrepresentation by the agent of the insurer that the policy was avoided by the institution of foreclosure proceedings, under a clause which he incorrectly stated was in the policy.—*Glens Falls Ins. Co. v. Walker*, 166 S. W. 122.

While Contained In

Where a policy stipulates that the personal property insured is located in a described building, and the property is removed to a different place without consent of the insurer and is there burned, the insured cannot recover.—*Black v. Fidelity-Phenix Fire Ins. Co.*, 81 S. E. 584.

Mortgage

The insurer, upon learning that insured had violated the terms of his policy by removing the property from the place in which it was insured, should have offered to return the premium and cancel the policy, and its failure to do so is evidence tending to show a waiver of that condition.—*Powell v. Continental Ins. Co. of City of New York*, 81 S. E. 654.

Within the clause of a fire policy providing for a forfeiture, "if the subject of insurance be personal property, and becomes incumbered by a chattel mortgage," there is no forfeiture because of a mortgage on land "with all improvements thereon situated," if the insured property on the land is a fixture.

A mortgagee's interest being insured, the insurer on paying his claim is entitled to subrogation to the mortgagee's rights under the mortgage.—*Rawls v. American Central Ins. Co.*, 81 S. E. 505.

Agent

An agent with general authority, who is authorized to make contracts of insurance without consulting the company, may waive any conditions of the policy.

Where an agent with general authority is authorized to make contracts of insurance without consulting the company, his knowledge of material facts is the knowledge of the company.

Knowledge of agent within the scope of his agency that an insured had removed the insured property, contrary to the terms of the policy, was imputable to the principal.

Subrogation

Insurer, on payment, becomes subrogated to rights of insured to amount of payment. After recovering judgment from railroad, insurer can recover from insured the amount it paid insurer. The right of subrogation is regardless of whether there is a subrogation clause in the policy. Insured who collects from railroad after receiving payment from insurer is trustee for amount paid under policy.—*Fire Association v. Wells*, 90 A. 244.

Warehouseman Insurance

A grain warehouseman may procure a valid insurance policy covering merchandise which may be subsequently stored with him.

A bailor of grain products, stored with a warehouseman, cannot recover under a fire insurance policy procured by the warehouseman unless he intended in taking out the policy to cover the bailor's interest.

The bailor of goods destroyed by fire in a warehouse may adopt the benefit of insurance previously effected by the warehouse-

man if he notify the latter before proof of loss is made.—Id.

Insurance policy issued to a grain warehouseman held to cover malt not then in the warehouse, but subsequently shipped thereto.—*Johnson v. Stewart*, 90 A. 349.

Not a Contract of Insurance

An unaccepted application, accompanied by the premium, though retained without notice of objection for five days and until the applicant has suffered loss, is not a contract of insurance.

Soliciting agent's retention of both application and premium pending submission of the application to the insurance company's state agent for acceptance or rejection held not an acceptance constituting a contract of insurance.

Liability Insurance in Court

Where defendant casualty company's local agent was also a stockholder and general manager of plaintiff corporation which defendant had insured against injuries to employes, such agent's knowledge of an accident within the policy was not imputable to defendant so as to relieve plaintiff from the duty to give immediate notice as required by the policy.—*Utica Sanitary Milk Co. v. Casualty Co. of America*, 104 N. E. 918, 210 N. Y. 399.

Under Insurance Law, § 58, requiring every policy to contain the entire contract, the unattached application is not a part of the contract and breaches of warranties in the application cannot be relied on, in the absence of proof of fraud.—*Cohen v. Metropolitan Life Ins. Co.*, 147 N. Y. S. 434.

An employer's liability insurance policy issued to a brick manufacturing corporation held to insure the company against liability for injuries received by an employe while dredging a canal, which was located entirely within the brickyard and was used in bringing in supplies and shipping out bricks.—*Cary Brick Co. v. Fidelity and Casualty Co. of New York*, 147 N. Y. S. 414.

That a canal is not an ordinary convenience in a brickyard does not show that an employer's liability insurance policy was

not intended to cover injuries to employes dredging such canal, which had been continuously used in connection therewith while the insurance had been in force.—Id.

Where a bond, given to make good to plaintiff loss sustained through M.'s dishonesty, described M. as an "employee" and his "position" as "agent or "collector," whose duties were to collect accounts and receive a commission therefor, held, that M.'s collection and appropriation of accounts assigned by him to plaintiff for a cash advance and returned to M. for collection were not committed in the course of the employment described in the bond, so as to make the surety company liable.—*Coyle v. United States Fidelity & Guaranty Co.*, 104 N. E. 559.

The words "for same," used in plaintiff's statement of the duties of an employe, whose honest conduct was guaranteed by the bond sued on, "collection of accounts assigned to me for same," held to mean "for myself."—Id.

Accident and Casualty Insurance in Court

Where one insured as a financial reporter was injured while testing in the air a flying machine which he had built, he was not engaged in "recreation" within a provision as to change of occupation and engaging in recreation.

Where the classification of risks provided that each \$1,000 of insurance carried with it \$5 weekly indemnity, unless otherwise specified, and recited, after the classification "Occupation, aeronaut (not insurable)," that the limit of risks was \$500, insured could only recover \$2.50 a week for injuries sustained while operating a flying machine.—*Ridgely v. Aetna Life Ins. Co.*, 145 N. Y. S. 1075.

Where insurer waived formal notice of the injury or proof of disability and denied liability, a provision of the policy that no action could be commenced thereon until after proofs were furnished was also waived.—*Zeitler v. National Casualty Co.*, 145 N. W. 395.

Knowledge of an insurance agent of the actual situation of the risk covered by a burglary insurance policy, being knowledge of the insurer, estops it from denying that the property was insured.—*Bemis v. Pacific Coast Casualty Co.*, 145 N. W. 622.

Health Insurance in Court

Total Disability

One was totally disabled within the provisions of a health insurance policy, he being disabled to attend to his business as publisher, though he was able to go to his office a few times to give instructions to his foreman.—164 S. W. 750.

The insured, while treated in a sanatorium for tuberculosis, was "continuously confined in the house" within the provisions of a health insurance policy, though he went out for a short time daily on the advice of his physician.—164 S. W. 750.

Life Insurance in Court

Where company after having obtained possession of a policy issued, for the purpose of issuing additional insurance, refused to receive any further premiums thereon, on the ground that insured was not then an insurable risk, held, that insured was not in default for thereafter failing to tender premiums.—*Western & Southern Life Ins. Co. v. Giltneane*, 163 S. W. 192.

Where there is no uncertainty as to the meaning of an insurance contract, which is legal, it will be enforced according to its terms.

Where the beneficiary joins with the insured in an application for a loan on the policy, she cannot afterwards claim that the loan was made without her knowledge or authority.

The provision of the insurance laws of New York, requiring notice to be mailed to the policyholder in the state as a condition of forfeiture for nonpayment of premiums, has no application to insurance contracts made in Nebraska by a New York company.

Under a 20-year endowment life policy entitling insured to his share of accumulated profits only at the end of 20 years, providing premiums were duly paid to that date (June 13, 1919), held, that the beneficiary was not entitled to have any profits credited to

the policy in order to keep it in force.—*Cilek v. New York Life Ins. Co.*, 145 N. W. 693.

Commissions

Where an insurance company employed certain agents, agreeing to pay 35 percent of the premiums, and the agents employed plaintiff, agreeing to pay 25 percent, plaintiff, having received his commission on certain policies up to the time of cancellation on defendant's change of agency, held not entitled to recover commissions on new policies issued by the company thereafter to complete insurance term.—146 N. Y. S. 360.

Where an insured exercised his privilege of exchange contained in a five-year renewable term policy, and exchanged it for an ordinary life policy bearing the date of the exchange, the second policy was not a mere continuation of the first, but created a new contract from its date; since term insurance and the ordinary life policy are essentially different, being based upon different considerations.—*Gans v. Aetna Life Ins. Co.*, 146 N. Y. S. 453.

Peculiar Insurance Contract

A contract of endowment by which insurer agreed to pay testator \$5,000 if living March 18, 1910, but if he should die before that time the contract should be void, was not a contract of insurance as defined by Rev. Laws, c. 118, § 3.

A contract of pure endowment, by which defendant agreed to pay testator \$5,000 in case he was alive March 18, 1910, not being a contract of insurance, was not within the insurance law, and, not being otherwise prohibited, was valid.—*Curtis v. New York Life Ins. Co.*, 104 N. E. 553.

Odd Clause Restricting Liability

Where a life policy provided for reinstatement upon payment of back premiums, but that the insurer should not be liable for death occurring within five weeks from reinstatement, the beneficiary cannot recover unless there was a waiver, where the insured died within five weeks after the payment of the back premiums.—*American Nat. Ins. Co. v. Gallimore*, 166 S. W. 17.

FIRE INSURANCE

Peculiar, Absurd and Unintended Deposit Law of Washington Sustained

Washington—State ex rel. Leach v. Fishback, State Ins. Com'r, 140 P. Rep. 387

Control and Regulation—Foreign Companies—Deposit of Securities

The Insurance Code provides that an alien insurance company shall not be permitted to do business in the state unless it shall have securities to the amount of \$200,000 on deposit with insurance departments in the United States. Section 6059—24, pars. 1, 2, provide that a foreign insurance company shall deposit securities to the amount that the state, where it was incorporated, requires; paragraph 3 provides that a domestic company shall deposit \$50,000 in securities before receiving its certificate, and the balance, to the amount of the requisite minimum capital, within one year; and paragraph 4 provides that every insurance company required to have a cash capital shall keep on deposit securities equal to the required minimum cash capital. Held that the plain intent of the act was to require a foreign insurance company to keep not less than \$200,000 in securities on deposit with the insurance department of this state or the state where it was incorporated, and the fact that such a company was not required to make any deposits by the laws of the state where incorporated, did not relieve it from making the deposit required by subdivision 22.

[This law does not apply to American companies operating in the state when it was enacted. The clause governing in this case was unintentionally inserted in the final printed bill as passed by legislators who did not read it. The foolish law will probably be soon amended.]

Where the acting president of a private corporation, without authority obtained a contract of insurance for it, the insurer was entitled to withdraw from the contract before ratification by the corporation, and did so by giving notice of its election to treat

the policy as void from its beginning.—*Marqusee v. Insurance Co. of North America*, 211 F. 903.

Two Hundredth Anniversary Brochure of the Union Assurance Society

Manager Harry H. Smith issues a handsome anniversary 16-page review of the double centennial Union Assurance Society, which he now represents on this Coast. It is a beautiful souvenir bound in cardboard, with a reproduction in colors on the front of The Pied Piper painting by Maxfield Parrish. The piper, of course, is leading the populace to the Union Fire office in Cornhill, London.

The society began its good work in the last days of Queen Anne. It still has the emblem selected then—figures of Hercules and Justice. For a whole century of the life of the company there was no locomotive, no railroad. The author grows eloquent in recounting the services of the Union to society and the progress made by the world in two centuries. Two hundred years ago there were no maps, nor rating bureaus, nor boards, nor adjusters, nor local agents, nor brokers, nor fireproof and burglarproof vaults, and the companies and the people got along without insurance commissioners.

Supplies of handsome anniversary policies, with the vignette in colors and gold, have been sent to all recording agencies in this field and are used in the department office, for all new business.

San Francisco.—The supervisors have passed resolutions ordering all overhead wires in the "underground" district to be removed forthwith.

In eight years the Dixie Fire has received \$4,724,201 in premiums and incurred \$5,167,550 losses and expenses. In addition to this, it has \$346,480 unearned premiums. Therefore the losses and expenses have been \$789,829 more than the earned premiums.

Good wine fellows in Dixie—plucky, hopeful, courageous.

GARNISHMENT

A Paper by H. A. Thornton, B. L. L. B., Read at the 38th Annual Meeting of the Fire Underwriters' Association of the Pacific

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I. INTRODUCTION.—The intention of the writer in presenting this paper to you is to take up the subject of garnishment from the point of view of the garnishee rather than from the standpoint of the garnisher. There will be no attempt made to go into the steps necessary to procure the proper writs, except insofar as the failure to follow those steps will affect the garnishee. The statutory provisions of the various States and Territories have been appended hereto for reference and the decisions of the highest tribunals in each State are cited to show what the garnishee must do and what he must refrain from doing in order to protect himself.

II. DEFINITION.—It might be well at this time to point out the difference between attachment and garnishment. It is the common usage to refer to either of these proceedings as 'attachment,' and even in the statutes and in the decisions of the courts there is a confusing interchanging of the terms. But it is well to remember that there is a great fundamental difference between a garnishment and an attachment. An attachment has been defined as "an anticipated execution to take and hold property, subject to a judgment in an action." It is, strictly speaking, a legal process, whereby the property of the debtor is taken into the custody of the law for the protection of the creditor pending the determination of the rights of the parties. Attachment, then, involves only the rights of the debtor and creditor. Garnishment, on the other hand, goes much farther, and reaches moneys, credits, or other assets of the debtor in the hands of third parties. It is really a warning or notice to the third party that he must hold anything which he may have, belonging or owing to the debtor. These effects of the debtor are not taken into the custody of the law by the process of garnishment, but are left in the hands of the third party as a disinterested trustee or stakeholder.

"Garnishment is the admonition judicially given to the attachment defendant's debtor or holder of property, warning him against payment or restoration to defendant and bidding him hold the property or credit subject to the order of court. It is the process by which the garnishee is brought into court, and also that by which the defendant's credit or property is attached in the garnishee's hands. Its service is constructive seizure by notice."

Eagleson v. Rubin (Idaho), 100 Pac. 765.

"The difference between an attachment of personal property and a garnishment is very great. In the former the property attached is actually taken into the possession of the officer holding the writ, and is under his custody and control, while in garnishment proceedings the property is left in the hands of the garnishee."

Santa Fe Pac. R. Co. v. Bossut (New Mexico), 62. Pac. 977.

NOTE.—We do not attempt to give all the citations. They will be found in the Proceedings of the Association and in the special "Garnishment" book.

III. HISTORY.—Garnishment did not exist under the common law. In London, however, a custom grew up which finally took a form similar to garnishment as we now know it. Prior to that time it was customary to throw a man in jail for debt. The first step away from that barbarous custom was to attach or seize the man's property, instead of his person, and hold it liable for his debts. It remained for the merchants of London to go a step farther and evolve a process whereby moneys due or owing to a debtor from third parties might be subjected to the payment of his debts. This custom differed greatly from the common law form of attachment, for at common law it was necessary to obtain personal service on the defendant and take possession of his property, while under the London custom it was not only not necessary to notify the defendant, but Lord Mansfield declared that the very essence of the custom is that the defendant shall not have notice. Under the custom, if the creditor instituted proceedings against his debtor and could find no effects, he appeared before the recorder and stated that he believed that certain persons in the city were indebted to his debtor. These parties were warned to come in and state whether or not they were so indebted. If it appeared that they were indebted, they were ordered to pay the money over to the plaintiff, but the debtor had a year and one day in which to appear and prove that he was not indebted to the plaintiff. This custom was very ancient and was expressly recognized and granted in some of the Royal Charters and Acts of Parliament.

IV. NATURE OF PROCEEDINGS 1.—STATUTORY.—Although the process of garnishment was derived from the custom of London, it has no existence as a common law remedy in the absence of statutory enactment. It is purely a creature of statute, in derogation of the common law. As it affects rights which would not otherwise be reached and searches out private and sometimes confidential relations between the defendant and third parties, the courts look rather askance upon this somewhat anomalous proceeding, and require that the provisions of the various statutes by which it was created be strictly pursued. They will not enlarge the letter of the law, and will not do anything by implication. The party seeking to enforce this remedy must clearly show his right thereto, and, in case of any dispute, must produce a preponderance of evidence.

Attachment is a summary remedy, and a plaintiff must clearly come within its provisions to invoke its powers.

Adenattein v. Banes (Ariz.), 12 Pac. 614.

"The proceedings by attachment are statutory and special and must be strictly pursued."

Finch v. Finch (Cal.), 107. Pac. 594;

Clyne v. Easton, Eldridge & Co., 148 Cal. 287.

"An attachment being merely a creature of statute, its existence and operation in any case can continue no longer than the statute provides it may."

Loveland v. Alvord Min. Co., 76 Cal. 562;

Hamilton v. Bell, 123 Cal. 93.

The remedy by attachment is purely statutory. It has no existence without the statute. It has an individuality entirely foreign to the com-

mon law, and, being in derogation of common right, must be strictly construed.

Great West Min. Co. v. Woodmas of Alston (Colo.), 20 Pac. 771.

Garnishment is a strictly statutory remedy, and it can not be extended by construction to cases which are not within both its letter and spirit. It is true that the garnishment statutes of Colorado specifically require that they should be liberally construed, so as to promote their objects. This applies, however, only to the enforcement of the remedy after jurisdiction has attached. It does not permit courts to enlarge or extend by implication the scope of the statutes, so as to bring within their jurisdiction any cases except those to which the statutes manifestly and clearly apply. As to this, the rule of strict construction prevails, the statutes being in derogation of the common law.

Troy Laundry Co. v. Denver (Colo.), 53 Pac. 256;

Iron Co. v. Blair (Colo.), 39 Pac. 897;

Creditor must follow the statutory course.

Henkel v. Bimetallic Bank (Colo.), 58 Pac. 336.

The request to issue this peculiar statutory process must be made in the method indicated in the act itself.

Frag v. Adams (Hawaii), 5 Haw. 664;

Hayashi v. Iwata (Hawaii), 14 Haw. 627.

The right of attachment is purely of statutory regulation, and, where the statute provides the procedure in such cases, the plaintiff is required to pursue such course in order to sustain his action against the garnishee.

Eagleson v. Rubin (Idaho), 100 Pac. 765.

The statute is in derogation of the common law, and therefore it is to be strictly construed, and its provisions can not be extended by construction.

Perea v. Colo. Nat. Bk. (New Mexico), 27 Pac. 322.

The remedy by attachment and garnishment is purely statutory, and to make them available to a party, the substantial requirements of the statute must be complied with. The court has no power to enlarge or extend them beyond the letter of the statute.

Caldwell v. Banking and Trust Co. (Ore.), 95 Pac. 1;

Graf v. Wilson (Ore.), 125 Pac. 1005.

The process of attachment is a specific statutory remedy, and, in resorting to it, the terms of the law conferring it must be strictly pursued.

Bowers v. London Bank (Utah), 4 Pac. 225.

IV. 2. REQUISITES.—Before the plaintiff can hold the garnishee liable, the following essential features must appear:

1. The court must have jurisdiction;
2. There must be a debt owing from the garnishee to the defendant; or the garnishee must have property of the defendant debtor in his hands;
3. There must be a valid judgment against the defendant debtor in favor of the plaintiff.

IV. 3. PROCESS.—There will be no attempt made to discuss at this time the process issued in garnishment or the steps necessary to obtain the same. These matters are peculiar to each State and depend entirely

upon the statutes of the State. It is necessary to follow the provisions of the law in order that the process may be valid and binding on the garnishee; and it is the duty of the garnishee to see that the various provisions have been complied with. Should it appear that the garnishee has paid out money under a writ which is invalid, he will not be protected. In order to save himself and to avoid double payment, the garnishee should examine the proceedings and see that the statutory provisions have been followed. This is especially true where service upon the defendant has been obtained by publication.

Where the statute provides that the writ may be issued "at the time of issuing the summons or at any time afterwards" and it is, in fact, issued before the summons, the garnishment is void, and the garnishee would not be protected.

Low v. Henry, 9 Cal. 538.

Where the statute provides that an affidavit be filed by the plaintiff setting forth the facts necessary to the issuance of the writ, the writ must state what is required to be stated, and these facts must be *truly* stated *in the affidavit*; and if not stated in the affidavit, the garnishment or attachment should be dissolved, even though the requisite facts, omitted in the affidavit, are alleged in the complaint.

Fisk v. French, 114 Cal. 401;

Tibbet v. Tom Sue, 122 Cal. 206.

Where an undertaking or bond is required and it is defective, the garnishment must be dismissed.

Tibbet v. Tom Sue, 122 Cal. 206;

Maze v. Langford, 16 Cal. App. 745.

Garnishee is bound to take advantage of all jurisdictional defects, otherwise a judgment against him is no defense.

Tabor v. Bank of Leadville (Colo.), 83 Pac. 1060.

Where there was no seal of the court on the summons, the service was defective and could not bind the garnishee.

Hayashi v. Iwata, 14 Haw. 627.

Defective bond.

Vollmer v. Spencer, 5 Idaho 563.

Garnishment is void where summons has been issued without clerk's signature.

Shannon v. Huat, 20 Mont. 557.

"Garnishment rests wholly upon judicial process and depends upon the due pursuit of the steps prescribed by law for its prosecution." "It is in the nature of a proceeding in rem, since its aim is to invest the plaintiff with the right and power to appropriate, to the satisfaction of his claim against the defendant, property of the defendant in the garnishee's hands, or a debt due from the garnishee to the defendant." (Drake, Sec. 451, 2.) "The nature of the proceeding is such that a party claiming to have acquired property rights by means of it must, in order to maintain them, show a strict compliance with all its requirements."

Batchellor v. Richardson (Ore.), 21 Pac. 392.

IV. 4. WHEN A SUIT.—Garnishment is generally considered a strictly legal, not an equitable, process issuing out of a court of competent jurisdiction, and affecting property, effects, credits, debts, or other assets of

the defendant in the hands of third parties. By the statutes of some States it is made a separate and distinct action from that brought by the creditor to enforce the liability of the debtor, but in the absence of such statutory provision it is considered as a special auxiliary remedy given to the creditor by statute in order that he may more effectually reach property of the defendant debtor and hold it to secure any judgment that may be rendered. It is ancillary to the action between the plaintiff and defendant and reaches debts owing or credits belonging to the defendant which could not otherwise be held to satisfy defendant's debts.

Where, however, the garnishment is issued after judgment, or where the plaintiff brings suit against the garnishee to enforce that judgment, the proceeding is a separate suit, although it is dependent upon the main action, in that the garnishment will be void in case the court had no jurisdiction, or if for any reason the judgment is reversed. Where the garnishee, having property or effects of the defendant in his possession or under his control, disposes of or appropriates the same, or where, being indebted, he denies the indebtedness in his answer, the plaintiff is given the right to bring a separate suit against the garnishee. The garnishee then becomes the defendant and the burden is on the plaintiff to prove that he was so indebted, or that he had property or effects of the debtor in his hands. This is not, strictly speaking, a garnishment proceeding, but is a right of action given to the creditor because of the failure of the garnishee to observe the writ or warning served upon him.

Plaintiff has the right, after prosecuting his supplementary proceedings to the point of securing from the garnishee a denial of indebtedness to the judgment debtor, to bring his action against the garnishee without an order permitting him to do so.

Phillips v. Price, 153 Cal. 146;

Nordstrom v. Corona City Water Co., 155 Cal. 206.

After execution unsatisfied against the judgment debtor, the judgment creditor may bring an action at law against a garnishee upon whom notice was served under an attachment issued in the action before judgment; and it is not necessary before bringing such action that the garnishee should be required to appear and answer, or that an order should be obtained authorizing the action against the garnishee; and no equitable circumstances need be shown to justify the suit.

Carter v. Los Angeles Bank, 116 Cal. 370;

Roberts v. Landecker, 9 Cal. 262.

FOR DIFFERENCE BETWEEN

The proceedings provided for in 717 do not imply notice of garnishment whatever. It is a special proceeding, which can only be inaugurated after execution has been issued and returned unsatisfied in whole or in part. It may be commenced by affidavit or other proof showing that any person has property of the judgment debtor. No showing is required to the effect that a notice of garnishment has been served upon such person. In section 715 it is provided that, where it is sought to subject such property to the levy of the execution, the same proceedings may be had as those provided after the return of the execution. This expressly refers to 717 et seq. This section also fails to provide, as in 544, for a

direct liability to the plaintiff, as in the attachment suit.

Herrlich v. Kauffman, 99 Cal. 271.

A garnishment proceeding is a proceeding at law—a suit.

Metzler v. James (Colo.), 19 Pac. 885;

Burton v. Snyder (Colo.), 40 Pac. 451.

Garnishment is not a new suit but an incident or auxiliary of the judgment, a means of satisfying the same by reaching the defendant's debtors.

Perea v. Colo. Nat. Bank (New Mexico), 27 Pac. 322.

While the garnishment proceeding is ancillary to the original suit and is a remedy in aid of the execution, issued in the judgment in that suit, yet it is separate, distinct action in rem and can not be considered part of the original action. It raises separate and distinct issues from the main action and involves different parties, and is appealable in the same manner as other causes of action of a like nature.

Western Homestead Co. v. First Nat. Bk. (N. Mex.) 47 Pac. 721.

The suit by the garnisher against the garnishee is a separate action from, although auxiliary to, the original action.

Keene v. Smith (Ore.), 75 Pac. 1065.

It is strictly a proceeding at law and the pleadings are framed and the issues tried as in an ordinary action at law.

Caldwell Banking & Trust Co. (Ore.), 95 Pac. 1;

Case v. Noyes (Ore.), 19 Pac. 105 21-46.

Garnishment proceedings are not independent of but merely in aid of an action begun at or before the garnishment proceedings were instituted.

Bristol v. Brent (Utah), 99 Pac. 1000.

IV. 5. PARTIES.—When garnishment is levied at the time of issuing summons, and before judgment, the garnishee is not a party to the suit, in that a judgment can not be rendered against him in the original action, nor can he appear or be heard as to the form and character of the judgment. He must, however, be served with the process and notice provided for in the statute, and the plaintiff must prove his case against the defendant and show an indebtedness from the garnishee to the defendant, or that the garnishee had property or effects of the defendant in his possession. Where the garnishee has secured a judgment against the debtor and the garnishee is in default, or where the writ is issued after judgment, the proceeding is strictly an action against the garnishee, and the defendant becomes a stranger to the action. Where the garnishment proceeding is considered a separate suit, the garnishee is of course a party, as the garnishment proceeding is directed against him.

Garnishment involves different parties from those in the main action.

Western Homestead Co. v. First Nat. Bk. (N. M.), 47 Pac. 721.

The garnishee is not a party to the original action in the sense that a judgment can be rendered against him therein.

Adamson v. Mariner (Ore.), 67 Pac. 300.

Nor can he appear and be heard as to the form and character of the judgment.

Adamson v. Frazier (Ore.), 66 Pac. 810.

IV. 6. NATURE OF DEMAND BETWEEN DEFENDANT AND GARNISHEE.—

In order that garnishment will lie, it is necessary that the defendant have a claim against the garnishee which would support an action at law. The garnishee must have property of the defendant in his possession or under his control or must be indebted to him in a sum certain, due or to become due absolutely. A contingent liability is not sufficient to support garnishment, nor is an equitable claim of the defendant against a garnishee sufficient. The general rule is that the debt must be one incurred under a contract express or implied. Damages for a tort are not a subject of garnishment. It is not necessary that the debt be due at the time of the commencement of the action, if it is of such a nature that it will not be defeated by some future condition, and if it be for a sum certain. A judgment, however, is a debt and will support a garnishment, even though that judgment be recovered in an action on a tort liability, and it is not necessary that this judgment be that of the court in which the garnishment suit is pending.

"An attachable debt must be a perfected debt and payable absolutely some time." Where the claim of the debtor against the garnishee depends on a condition not yet performed, there is no debt, and a garnishment is not effective.

Gray v. Heffer, V. B. C. 56.

"To attach tangible property, or garnishee credit, it is essential that the property or credit exist." If the garnishee owed nothing when a copy of the writ was served, the plaintiff secured no lien upon any sum which might subsequently become due.

Early v. Redwood City, 57 Cal. 193.

"The word 'debt' as used in the law of garnishment includes only legal debts—causes of action upon which the defendant in the attachment under the common law practice, can maintain an action of debt or *indebitatus assumpsit*—and not mere equitable claims."

Redondo Beach Co. v. Calif., etc. Co., 101 Cal. 322.

The liability of the garnishee must be made affirmatively to appear in order to justify a judgment against him. (If it does not appear from the answer of the garnishee, the burden is on the garnisher.)

Union Pac. Ry. v. Gibson (Colo.), 25 Pac. 300;

Denver T. & Ft. W. R. v. Smeeton (Colo.), 29 Pac. 815.

A debt for which a judgment might be rendered against a garnishee must be one for which the defendant might maintain an action against him in debt or *indebitatus assumpsit*.

Troy Laundry Co. v. Denver (Colo.), 53 Pac. 256.

It is necessary for the plaintiff to obtain a valid judgment against the principal defendant in order to charge the garnishee.

Taber v. Bank of Leadville (Colo.), 83 Pac. 1060;

Everett v. Conn. Mut. L. (Colo.), 36 Pac. 616;

Hunkel v. Bimetallic Bank (Colo.), 58 Pac. 336.

It is well settled that a debt subject to a contingency, and not due or to become due by the mere lapse of time is not subject to garnishment.

Souza v. Smith, 11 Haw. 202.

The issuance of an execution is not a condition precedent to the making of an order, under R. L. 2117, for the examination of a judg-

ment debtor. (Only requisite is that applicant be a creditor who has obtained a judgment in any court.)

Haw. News Co. v. McBride, 19 Haw. 625.

Garnishment will not lie in an action for unliquidated damages. There must be a "debt," not a contingent or speculative liability. Must first be reduced to a judgment.

Henriques v. Vinhaca, 20 Haw. 702.

The mere fact that a debt is not yet due will not defeat the attachment, if there is a certain obligation to be met in the future—but where it is conditional and contingent, it can not be attached.

Cowell v. May (Mont.), 66 Pac. 843.

There must be an existing debt at the time of service, and not a mere conditional or contingent liability.

Delenty v. R. M. Bell Tel. Co. (Mont.), 108 Pac. 921;

Cowell v. May, (Supra).

Debts not actually due or owing, but depending on a contingency, can not be reached by garnishment.

Reinhart v. Hardesty (Nev.), 30 Pac. 694.

The person garnished must be indebted to the defendant before process can issue. The claim must be a *legal*—not an equitable demand, absolutely and unconditionally owing and payable at the present or some time, i. e., it must be enforceable in an action at law, and its payment must not be dependent upon the existence or performance of contractual conditions. The debt must be in existence at the time of service—although the debt may not be due, if absolutely payable in the future.

Garland v. Sparling (New Mex.), 30 Pac. 925.

In a proceeding under this section (2 Code 524) the rendition of a valid judgment against the principal debtor was an essential to the maintenance of the action. It was a jurisdictional fact, which could not be waived by the garnishee.

Timm v. Stegman (Wash.), 22 Pac. 1004.

IV. 7. RIGHT OF GARNISHOR.—Garnishment is sometimes considered as an involuntary assignment to the plaintiff of all the defendant's rights against the garnishee, or to the money or property in his hands. The plaintiff is merely substituted to the rights of his own debtor and can not acquire any greater rights or enforce any greater liability against the garnishee than could the defendant, except in the case of fraud. It sometimes happens that the defendant is barred from enforcing any claim which he might have against the garnishee by his own fraudulent conduct, but this would not bar his creditors who might have been injured by that fraud. For instance, defendant A. makes a fraudulent transfer of his property to defeat his creditors. While he might be stopped from setting up his own fraud to defeat that assignment, his creditors would be allowed to plead it.

It is not only necessary that the defendant have a claim against the garnishee which he could enforce in an action at law, but it is also necessary that the plaintiff have a claim against the defendant, and that he prove the same and reduce it to judgment.

A plaintiff who has sued out an attachment and given the necessary notice to a garnishee, that the property in his hands is attached and

subsequently the garnishee fraudulently disposes of the property, has a right to waive his lien on the property, and bring suit for the value of the property against the garnishee.

Roberts v. Landecker, 9 Cal. 262.

Garnishment may be regarded as an involuntary assignment of the debt, or the creation of a lien thereon, and it dates from the levy.

Nordstrom v. Corona City Water Co., 155 Cal. 213.

So far as the relations of the plaintiff's to the debtors are concerned, a judgment against the garnishee operates as a statutory assignment of the debt in the hands of the garnishee, and the plaintiffs become clothed with all the debtor's rights as to the debt in question.

Montgomery v. Whitehead (Colo.), 90 Pac. 509;

Sevier v. Nevadaville, 14 Colo. 54.

The rights of the garnishor are no greater than those of the creditor.

Hallowell v. Greenleaf (Colo.), 32 Pac. 79;

Jones v. Langhorne (Colo.), 34 Pac. 997.

The rights of the garnishor are no greater than those of the defendant, except in case of fraud when he may reach the effects so fraudulently transferred, by garnishment.

Van Ness v. McLeod (Idaho), 31 Pac. 798;

Cunningham v. Bank (Idaho), 88 Pac. 995.

The garnishor stands in the shoes of the debtor and can assert only the rights of the latter, and all defenses, either legal or equitable, of the garnishee or third parties, may be interposed against the garnishor that might have been set up against the debtor.

Field v. Sammis (N. Mex.), 73 Pac. 617;

Perea v. Colo. Nat. Bank (N. Mex.), 27 Pac. 322.

Notice of garnishment served upon a debtor, while giving a right of action against him for money owing to the defendant in the garnishment proceedings, does not constitute a lien upon money with which he may subsequently pay his debts, so as to enable the garnishor to follow the money into the hands of third persons to whom it has been paid.

Hulley v. Chedie (22 Nev. 127), 36 Pac. 783.

A garnishment is not retroacting, nor does it give any greater rights against the garnishee than the defendant himself possessed, except in cases of fraud.

Meier v. Hess (Ore.), 32 Pac. 755;

Case v. Noyes (Ore.), 19 Pac. 104.

General rule is that creditor has no greater rights against the garnishee than the defendant had before the writ was issued.

Graf v. Wilson (Ore.), 125 Pac. 1005.

He succeeds to the rights of his debtor.

Caldwell Bank & Trust Co. v. Porter (Ore.), 95 Pac. 1.

By service upon the garnishee of a copy of the writ of attachment and notice as provided by law, the plaintiff obtains the right, if the certificate is unsatisfactory, to maintain an action against him upon a liability existing in favor of the defendant in the original action.

Keene v. Smth (Ore.), 75 Pac. 1065;

Case v. Noyes (Ore.), 19 Pac. 105.

THE BRITISH COLUMBIA STATUTORY POLICY AND ADJUSTMENTS THEREUNDER

A Paper by Geo. C. Main, Read at the 38th Annual Meeting of the Fire Underwriters Association of the Pacific

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(Concluded)

Statutory condition 12 describes the manner in which proofs of loss are to be made and the statutory declaration accompanying same. The Canadian courts are very liberal to the assured in the construction of this condition and both Ontario and British Columbia have enacted a relief provision and it is largely up to the court or Judge before whom a question is tried as to whether the insurance shall be deemed void or vitiated by reason of imperfect compliance with the conditions of Section 12. Since the adoption of the statutory conditions and under the liberal provisions relating to proofs of loss and the large powers given to the court to grant relief where there has been a failure on the part of the assured to comply with provisions regarding proofs of loss in every case it is simply a question of whether or not the assured has furnished a reasonable excuse for non-compliance with the terms of the conditions regarding proofs of loss. The statutory conditions provide that the assured forthwith after a loss give notice in writing to the company. The courts have held that "forthwith" and "immediately" have the same meaning and that they are stronger than the expression "within a reasonable time" and imply prompt action without delay, and whether there has been such action on the part of the assured is a question of fact for the jury having reference to the circumstances in the particular case (1). What is a reasonable time will be a question of fact for the jury to determine. Sub-section B provides that "the assured is to deliver as soon as practicable as particular an account of the loss as the nature of the case permits." It has been held that a reasonable compliance with this condition only was required. Sub-section D provides that "if required and if practicable the assured is to produce books of account, warehouse receipts and stock lists and furnish invoices and other vouchers and to separate as far as reasonably may be the damaged from the undamaged goods and to exhibit for examination all that remains of the property covered by the policy." It would appear from the decisions that I have examined that the courts will allow the utmost latitude to the assured in construing this condition, but at the same time they will hold that a reasonable compliance with its provisions will be a condition precedent to recovery.

Statutory condition 15 provides "that any fraud or false statement in a statutory declaration in relation to any of the above particulars shall vitiate the claim. It is not always essential that the fraud shall be directly proven. It is sufficient if a clear case is established by circumstantial evidence (2). The word false in this condition in connection with false swearing or false statement means fraudulently false and the question of fraud is one for the jury (1). It has been generally held

(1) The Queen vs. Justice of Berkshire, 4 Q. B. D. 469.

by the courts that false swearing must be wilful and also that false statements to avoid the policy must be material (2).

Condition 16 provides the method to be followed in case of disagreement and the submission to arbitration. This is of course one of the most important provisions in any policy and the British Columbia condition is extremely unfortunate in its provisions as compared with the manner prescribed by the New York standard form. This statutory condition 16 provides "that if differences arise as to the value of the property insured, of the property saved, or the amount of the loss, and whether the right to recover on the policy is disputed or not, and independently of all other questions, the difference shall be submitted to the arbitration of some person chosen by both parties; or if they cannot agree on one person, then to two persons, one to be chosen by the party insured and the other by the company, and a third to be appointed by the persons so chosen, or on their failing to agree, then by a Judge of the Supreme Court of British Columbia or the county Judge of the county wherein the loss has happened, and such reference shall be subject to the provisions of the arbitration act or law applicable to references in actions. * * * Where the full amount of the claim is awarded the costs shall follow the event; and in other cases all questions of costs shall be at the discretion of the arbitrators." You will note that this is a wholly different provision from that prescribed by the New York standard form and it is especially important to note that all appraisals under this provision are subject to the laws applicable to references in action. As a rule, to enter into an appraisal under these provisions is a distinct disadvantage to the company. The appraisers personally need not necessarily visit the scene of the fire at all, but may take evidence of witnesses and sit in judgment, rendering their decision accordingly, and in case it is adverse to the insurance company the costs shall be taxed against the company, and if the full amount of the claim is not awarded the costs are at the discretion of the appraisers. The companies have endeavored, therefore, to vary this condition, bringing it under the provisions of the New York standard form. It is a well known fact that it is easy for the assured to secure all the witnesses in his behalf that are necessary, but extremely difficult for a company to do likewise, and even if good witnesses are procured in behalf of the company they would be looked upon with suspicion and considered as prejudiced. The attempt of the companies, however, to vary this condition as to method of appraisal, has been held unjust and unreasonable and of no force and effect, as will be shown by the following case as decided by the Ontario courts in the case of *Cole vs. London Mutual Fire Insurance Co.* (1), and it goes without saying that the British Columbia courts would make the same ruling. In this case, which is interesting, the court held that the variation was not binding upon the assured, not being just and reasonable to be exacted by the

(1) *Rice vs. Provincial Ins. Co.*, 7 U. C. C. P. 548.

Mason vs. Agricultural Mutual As. Co., 18 U. C. C. P. 19.

(2) *N. B. & M. vs. Tourville*, 25 Can. S. C. R. 177.

company, inasmuch as it was more stringent and onerous than the statutory condition; because, first, the plaintiff would be bound by the findings of the majority of the appraisers as the result of their own personal opinions only, and would be deprived from examining witnesses touching the amount of his loss; and because, second, it imposed upon the insured the payment of certain expenses in any event, whereas the statutory condition provides that where the full amount of the claim is awarded costs shall follow the event, and in other cases be at the discretion of the arbitrators. Therefore, the court held that if the language of the variation was to deprive the insured of the benefit of the provisions of the arbitration act, which the statutory condition expressly made applicable to a reference it would be manifestly unjust as more stringent and onerous than the latter. It would appear therefore, that your variations relating to method of appraisal are of no force and effect.

Statutory condition 22 which provides "that every action or proceeding against the company for the recovery of any claim shall be absolutely barred unless commenced within the term of one year next after the loss or damage occurs," must be strictly complied with and has been so held by the courts (1). The words "after loss or damage occurs" cannot be construed as applying to completion of the proofs of loss, nor will inability on the part of the assured to comply with the provisions excuse him (2).

As to variations in conditions, the tendency at the present time on the part of all the British companies is to do away with all variations (2) *Peoria Sugar Refining Co. vs. Canada Fire & Marine*, 12 A. R. 418. *Blair vs. Sovereign Fire*, 7 R. & G. 372.

with the exception of that relating to co-insurance. The statute provides that variations and additions to the statutory conditions shall only be in force so far as by the court or Judge before whom a question is tried they shall be held to be just and reasonable to be exacted by the company, and then only in the event of their being printed in conspicuous type and in ink of a different color and in the manner prescribed by the statute. These variations will generally be held to be unjust and unreasonable if they impose upon the assured terms more stringent and onerous and more complicated than those already attached by the statute to the same subject. The reasonableness of such a variation is to be tested in relation to the circumstances of each case at the time the policy is issued.

Section 6 of the British Columbia fire insurance act provides "that no such variations, additions or omissions shall be legal and binding upon the assured, nor shall the question of their reasonableness be considered unless such variations are set forth in the policy in the manner prescribed." A variation in condition was added by a company that if the assured should make any misrepresentation or concealment or omit

(1) O. L. R. 15—1908—619.

(2) *Parsons vs. Citizen's Ins. Co.*, 43 U. C. R. 26.

McLeod et al vs. Citizen's Ins. Co., 1 R. & G. 21.

Steeves vs. Sovereign Fire, 20 N. B. Rep. 394.

to make known any fact material to the risk that the policy should be void. Said variation, however, did not provide as in the statutory condition that such misrepresentation must be material to the risk and should void the insurance only as to the property affected by it, and the variation was therefore held to be unjust and unreasonable (1).

A variation of statutory condition 3 "that if the premises insured become untenanted and so remain for more than ten days without notifying the company, the policy will be void" has been held to be a reasonable variation (1), but a condition that if the premises should become vacant the policy would be void is unreasonable as there is no time limit expressed therein (2). A variation regarding the use of the co-insurance clause has been held to be reasonable where the premium is reduced in consideration, but it must be inserted in the contract in the manner prescribed by law (3). This is especially important and I think would nullify your provisions as to co-insurance attached or made a part of the form or wording of the policy unless same was inserted in the policy as a variation of condition in the manner prescribed by the fire insurance act. A variation in condition that the company should not be liable for loss occasioned through forest fires has been held by the Supreme Court of British Columbia to be just and reasonable in the case of *Hall Mining & Smelting Co. v. Connecticut Fire Insurance Co.*

If the conclusions drawn from the foregoing are correct, the important things to consider are the fact that all warranties will probably be held to be null and void unless incorporated as a variation in conditions and also that all variations which place an additional burden upon the assured, or are more stringent than the statutory conditions will be declared null and void by the courts.

My own experience would lead me to believe that in the practical every day adjustment of losses, it would be wise for the adjuster to study the statutory conditions well, familiarize himself with the important decisions of the courts of last resort and then use this knowledge for reference only, in the ordinary adjustment. It is only when complications arise or a breach of one of the statutory conditions is met with that the case becomes one for the court to adjudicate.

I would say, avoid appraisals wherever possible under the British Columbia statutory condition No. 16. As a final resort it may be entered into, but we may rest assured that the cards are stacked against us. The questions of cash value and depreciation are difficult ones to handle as there is no provision for either in the British Columbia policy, so that diplomacy and convincing argument must play an important part in disposing satisfactorily of these questions.

To be familiar with building and merchandise values and with methods and costs of reconditioning goods, together with a careful estimate of the assured himself, will be of more assistance to the adjuster in the adjustment of a fire loss than all the legal knowledge he can acquire.

In the foregoing discussion of statutory conditions and legal decisions thereunder I am much indebted to Edw. Francis Cameron, the

foremost legal authority on insurance law in the Dominion, also to Messrs. Bodwell & Lawson, barristers and solicitors at Vancouver, and others who have placed their libraries at my disposal.

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- (1) Cornell vs. Liv. & Lon. & Globe Ins. Co., 14 L. C. J. 256.
Whyte vs. Western, 22 L. C. J. 215.
Simpson vs. Caledonian Ins. Co., Q. R. 2 Q. B. 209.
 - (1) Phillips vs. Grand River Farmer's Mut. Fire, 46 U. C. R. 334.
 - (1) Spahr vs. Nor. Waterloo Ins. Co., 31 O. R. 525.
 - (2) McKay vs. Nor. Union, 27 O. R. 251.
 - (3) Eckhart vs. Lancashire, 27 A. R. 373, Affirmed by Supreme Court of Canada, Nov. 13, 1900.
 - Wavless vs. Lancashire, 23 A. R. 224.
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MARKET VALUE LOSSES

A Paper by Calvert Meade, Read at the 38th Annual Meeting of the Fire Underwriters' Association of the Pacific

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The California Standard form of fire insurance policy states in its contract that "the company will not be liable beyond the actual cash value of the interest of the insured in the property at the time of the loss or damage not exceeding what it would then cost the insured to repair or replace the same with material of like kind and quality." You must bear in mind that all the foregoing portion of the contract is expressed in one sentence. No replacement of stocks under said contract is permitted.

The base and intent of the contract is indemnity and nothing more, and this paper treats of market value at the time of the fire in contradistinction to actual cash cost or invoice plus freight and delivery charges.

Merchandise, growing or in process, like lumber, wines, grain, hay, or the products of canneries and factories, come under the head of market value losses.

The fruit industry is one of the largest in the State. It should be fostered and encouraged by insurance companies and safeguarded with restrictions and rates, so that a fair profit therefrom will result, instead of it being placed on the prohibited list on account of its hazard.

The premiums from insurance on fruit packing plants run into the thousands of dollars each year and should be desirable. I have never been able to reconcile the hazards, unless the cause be defective wiring, improper installation, over-heated sulphur houses, or cigarettes. My general belief as to cause is cigarettes. The fruit season is short; quick action is necessary with the rapidly ripening fruit, and the packing house plants of necessity employ a horde of miscellaneous unskilled labor during this rush season. "No Smoking," the sign posts of fear, are prominent, and nearly always the cause is found later—a stolen rest, a cubby hole, a cigarette, a few whiffs and a flip and then left to smolder, with cause unknown.

As is the invariable rule, all large fruit packers have daily reports forwarded from the plant to the head office, so that the intake and output and grades can easily be established when loss occurs, but when the

product is in its formative stages, like growing grain, its actual cash value is practically unavailable. A basis of settlement on market selling prices is always claimed by the insured on the many grades of prunes and the many varieties of peaches and apricots. Each large packing house issues its own market selling price list periodically to the trade during the season, and these price lists, unlike the world-wide quotations of wheat and barley, vary individually from an eighth to a half a cent a pound. One can readily see that this variation would make quite a difference where several hundred tons of dried fruit were involved. Futures are a strong factor, and must of necessity be so in this line of business.

Brokers seek full insurance for their clients on fruit packing house contents, and the reduced rate average clause is permitted for the benefit of lower insurance rates. Full insurance being written, oftentimes the claim for loss becomes secondary to the claim for the face value of the policy.

The multiplicity of grades and varieties of fruit, with its slight variance in price per pound, and its consequent unknown shrinkage and gain, handicaps the adjuster, no matter how proficient, when brought in contact with one who has daily knowledge of the fruit interests during the season.

In all large packing house losses I have found the accounts accurate as to intake and output. Often, however, especially in prunes, intermediate grades are binned, say that run too small for 30/40's and too large for 40/50's and appear as 43/45's, or other grades, and are packed and shipped under standard grades as 30/40's or 40/50's, wherein they will do the most good. These intermediate grades form a packing-house gamble, they are not found in the trade sales and shipments and should be apportioned to standard grades in all cases at time of loss and take the price of 30/40's or 40/50's, or their relative trade grade and prices.

The market selling price carries the profit, and this profit being allowed in the settlement of all productive merchandise claims is not in conformity with the base and intent of the insurance contract, although from all policy forms as issued on this Coast, no adjuster is able to settle, except on the market selling price of the finished article.

My reason for presenting this paper is because during the past year several fruit packing houses have burned, entailing large losses, and my only desire is to allay friction in this class of losses, as to the estimates of unknown factors.

Several times, heretofore, in reports on fruit packing house losses I have protested as to the policy forms, as written, and in this paper I offer a solution, which in my judgment is fair to the insured and to insurance companies.

In the settlement of dried fruit stocks the differences, arising from gain in dip, shrinkage and charges, could be easily obviated if the contract fixed the unknown gain, shrinkage and charges at the time the policy was written. This shrinkage or gain is an unknown quantity to the packer and can only be ascertained when the season's pack is over.

By a rider, the shrinkage and charge for packing and stem waste on raisins, and the gain in dip on the varieties of dried fruit, could be fixed at the time the contract is written. The stem waste and packing

charge of raisins should vary but little and the shrinkage can be fixed permanently. The gain in dip is more variable and much depends upon the atmospheric conditions during the season of drying—a hot, dry temperature increases, and a moist one decreases, but a mutual average per cent could easily be agreed upon.

I know the Fire Underwriters' Association of the Pacific has no power of enforcement, but then I harken back to the discussions of Uncle Sexton and Col. Kinne over the "Rule for Non-Current Policies" and the adoption of the Kinne rule by all companies; and "What to Do When the Books Are Burned," by my old friend, William H. Lowden. His book was published by this association and is a standard on the subject, being endorsed and published "as legally correct" by no less an authority than "Clement on the Law of Insurance, Vol. 1, page 101." Then, further, the "Adjuster's Charges" promulgated by Col. Kinne, William Sexton, F. G. Argall and the writer many years ago, which were adopted, and the same rulings are in force today by all companies on the Coast.

Therefore, in all stocks of raisins, dried fruit, wines, lumber, can- nery and factory outputs, with other similar productive products a rider should be attached to the policy contract when issued. A similar rider is used on hay and I suggest the following rider be used on raisins and dried fruit stocks, viz:

It is understood that in the event of loss and damage on raisins under this policy, this company shall not be liable for more than ninety (90%) per cent of the actual market value of the raisins hereby insured, and the season's unknown stem waste (except seeded raisins) shall be fixed at not to exceed five (5%) per cent and the picking box charge not to exceed two and 50/100 (\$2.50) dollars per ton, and the fifty (50) pound packing box charge not to exceed eight (\$8.00) dollars per ton and in the twenty-five (25) pound packing box not to exceed thirteen (\$13.00) dollars per ton. Seeded raisins placed in one pound (1 lb.) packages, in cases ready for shipment, not to exceed twenty-two and 50/100 (\$22.50) dollars per ton; shrinkage on seeded raisins not to exceed seven (7%) per cent in one pound (1 lb.) packages, in cases, and not to exceed ten (10%) per cent loose, and the cash discount and brokerage not to exceed four and one-half (4½%) per cent on all raisin stock, as at the time immediately preceding such loss, and in the event of other insurance permitted thereon, then liable only for its proportion thereof.

It is understood that in the event of loss and damage on dried fruits under this policy the fruit is to be listed as of the average of the season in the district where grown and this company shall not be liable for more than ninety (90%) per cent of the market value of the dried fruit hereby insured, and the gain in dip on prunes is fixed at not to exceed three and one-half (3½) per cent; on peaches, not to exceed seven (7%) per cent; on apricots, not to exceed eight (8%) per cent; and the cash discount and brokerage not to exceed four and one-half (4½%) per cent on all dried fruit stock, as at the time immediately preceding such loss, and in the event of other insurance permitted thereon, then liable only for its proportion thereof.

ONE THING AND ANOTHER

Dr. Hans Reck, of the Geological Institute of the Berlin University, has unearthed at Oldoway, in German East Africa, a human skeleton which he says is certainly 150,000 years old, and belongs to the diluvial period, which synchronizes with the glacial period of the northern hemisphere. The skull is long and narrow, as are all true African skulls, and the jaw is unmistakably negroid. Ribs and breast are ape-like, and the indications are that this diluvian black did not walk wholly upright. This is a wonderful skeleton, but not more so than some of the skeletons in the insurance closets of San Francisco.

* * *

The wise man is he who lives for this day also.

* * *

Never lower yourself to the fellow below; for that is unjust to "the power" that is trying to elevate you.

* * *

The cause of the death of the late John W. Gunn was leucocythamia, which caused the white corpuscles of the blood to multiply enormously. No cure is known. The only relief is the x-ray treatment of the spleen.

* * *

The only patent insurance company in the world, as far as we know, is in London. It insures patents against infringement; validity is guaranteed; and patents are sold.

* * *

The greatest errors may teach the greatest "trewths," as the word was taught in the days of Charles II.

* * *

Government by theorists is always a failure.

* * *

Leslie Bates tells of an accident policy which he wrote under unusual circumstances when a very young man in Montana. A clerk in a hotel was asked to take out

accident insurance but he declined. Then some other young fellow joshed him and suggested that he insure and pay the premium in hotel meal tickets. The upshot of the discussion was an offer of \$9 cash and the balance in meal tickets. The young agent was persuaded to call the "bluff," but it wasn't a bluff, for the coin and tickets were produced and the policy was issued. Three months later the clerk was drowned. And then the hotel keeper refused to recognize the meal tickets. More mourning. A polite letter to the young widow, stating that only \$9 of the premium had been paid, accompanied the insurance check. Back came a beautiful letter of thanks for the check—and nothing more.

* * *

Tubes filled with calcium carbide were recently fired into the sea by a German warship. Coming to the surface the carbide came into contact with the water and became acetylene gas. Automatically lighted, this gas would illuminate an enemy's ship without disclosing the source of the shooting ship. What might be the effect if these tubes were dropped into a city's reservoirs?

* * *

In politics there is no distinguished insurance man. No, in politics he is merely the extinguished man.

* * *

In starting in life, or anew, first find out whether you are really alive. "Whether" means "which of either," and speaking strictly should be followed by "or not." But thank goodness and brevity, live people make language and endow it with life, and snap their fingers at the strict ones.

* * *

The weather prophet is honored save in his own country.

* * *

We have had standing armies ever since the invention of gunpowder. Jobless armies began this year.

The Young—The hire life is best for the young.

* * *

The Old—Few of mankind live long enough to learn how to live. The lesson learned, they die.

* * *

I notice that the two li'l Arthurs have offices side and side on Montgomery street. See the signs of the times.

* * *

Shannon, the old time Eastman printer, a crony of the late Col. Kinne, fell asleep last week, aged 81. Gone to meet the Colonel in Ether world. "It is now time." "Let us jog along."

* * *

Recently, in this department, two items were married in one paragraph. The wedding should have caused a divorce—or a libel suit. The two items were separate but united they made us say what we never intended.

* * *

Why has nobody proposed "Black-Hand" insurance?

* * *

Walter Speyer is always cheerful—except when he thinks of his automobile.

* * *

"No more Los Angeles lunch in San Francisco with any kind of bunch," said he to me. "He" is a "San" life insurance man.

* * *

It is possible for incendiaries to do immense damage in a city by simultaneously turning in false alarms in different sections. The fire apparatus would thereby be widely distributed at a critical moment. It is now proposed to require fire underwriters and adjusters and the authorities to report to the state insurance departments all fires and all evidence of incendiarism and crookedness. As such laws would entail much labor and expense the National Board proposes that the companies report the particulars of fires to it, and the Board will keep a record of fires, causes and owners. This would do away with the Hine and other private fire registers.

There are always two sides—and sometimes four.

* * *

J. H. McFarland is a Chicago promoter with a new stock-selling scheme. He proposes to make millions out of hog-ranches in the West, and easily figures the rapid multiplication of the animals and corresponding profits for stockholders. As MacFarland uses the word "prospects" in coaching his stock-salesman we wonder if he can be our James of many wives and alimony suits.

* * *

At the National Fire Protective Association meeting in Chicago, Robert Adamson, fire commissioner of New York city, said: Every dwelling in New York, except private dwellings, is to be inspected regularly, and in the first three months of this year 325,000 inspections were made. The recommendations of the firemen were almost invariably promptly acted upon. About 1,000 reports a month covering more serious conditions and requiring official action are referred to the fire prevention bureau.

* * *

A new fire station, No. 14, making the fourteenth fire station in Spokane, has just been opened for service. A sixty horse power motor hose wagon, manned by six men, constitutes the equipment.

* * *

The Equitable Health Assurance Society professes to be a San Francisco incorporation. The health of its officers is guaranteed by us.

* * *

The superstition of a nation must always bear an exact proportion to its physical knowledge.—Buckle.

* * *

Who cannot save money does not deserve it. The best way to save money is to deposit it in the bank of life insurance.

* * *

The man who does not think is also a fool.

* * *

All life is the evolution of preexistent forms and identities.

A writer in a Scotch paper says Vancouver island is certainly the most English portion of the Dominion. Many retired British army and naval officers have gone to the island and engaged in fruit-growing.

* * *

He who can best serve others is well prepared to best serve himself.

* * *

Any man has brains enough to be an agitator.

* * *

A joint tenant has no implied authority to bind the others by a sale of the joint property, or to impose upon the others, without their consent, an obligation to pay a broker for negotiating a sale, unless such contract is ratified by them.—*Womack v. Douglas*, 163 S. W. 1130.

* * *

Woods Hutchinson tells of a Frenchman making a speech in America and saying, "I will not cockroach on your time." Perceiving he had blundered, he turned to an Englishman at his side and asked, "What word was wrong?" The Englishman answered, "It's all right; they understood you; but you should have said 'heneroach.'"

* * *

I suspect we are here because we don't know why we are here.

* * *

Pay your debts. That means, pay some compliments.

* * *

In an action on an accident insurance policy providing that the insurance should not cover accidents while under the influence of intoxicants, evidence merely that insured took a bottle of beer did not preclude a finding for plaintiff, where his evidence tended to show that he was not intoxicated.

* * *

The unfeminine female prefers the beardless man; but her maternal ancestors peering from caves, selected the most bearded man because he was the best hunter and yelled the loudest and growled the growliest and fought the fiercest.

* * *

In French, all the vices are feminine.

It is recorded in the Hindu sacred writings that in very ancient times the common man lived 80,000 years and holy men 100,000, while kings who were saints lived 8,000,000 years. A life insurance premium, in those happy days, would have been within the reach of the poorest Hindu.

* * *

"Own your own home." Thus with tire-some iteration the Daily Mirror of the Times, full of real estate advertisements. Though why the superfluous second "own" I own I know not. There is only one good reason for owning your home. It is the same good reason for carrying endowment life insurance. Otherwise, you will not save money. "Fools build houses: wise folks live in them." No wiser words are in print. Rent is cheaper than ownership and freer of care. The owned home is a luxury, and luxuries must be paid for. But it is better to invest in life insurance, which also may become a luxury.

* * *

If you rent, you can move to another locality at any time. You can kick and demand repairs and laugh at the insurance agent and the painter and the plumber. But if you own your home you are fastened there. You must endure your neighbors, and struggle with mechanics and pay for street improvements. Your house will constantly be in need of repairs — windows, doors, toilets, painting, gas fixtures, electric wiring, shades, porches, steps, papering, spouting, plumbing, roofing, taxes and insurance. Better let the landlord look after these things—and pay for 'em. Being a fool, he deserves it.

* * *

Take a piece of home property. You must figure on taxes, insurance, repairs, sewers, painting, sidewalks, streets, depreciation, etc. — and the landlord must figure on vacancy — a total of 10 percent of the basal value.

* * *

In the tenth century a European army fled when an eclipse of the sun occurred. Similar men are now legislators—and judges.

"Man lingers too long on this miasmatic planet," said dying Ralph Waldo Emerson.

The dice to be most feared is cowar-dice.

* * *

Four insurance men were seated at a club table. They were speaking of the uncertainties and evils of human life. One asked, Would any one of us live his life exactly over again? nothing lacking, nothing adding? Three answered in the negative. They would not, if it were possible, accept life over again on those conditions. The fourth said he would gladly live his life over again—sickness, doubt, failure, fear, loss, humiliation, hard labor and all, for the sake of the joys of life—and he added, "I think you fellows must have led either wicked or foolish lives, since you answer 'no' to the question." Now, reader, what would your answer be? Mind you, your repeated life, if proffered you by some fairy, must be exactly the same in every respect as the one you have lived.

* * *

How did you like that phrase from Paree? 'Amiable old women of both sexes.' Which reminds me that it applies to some insurance men, and to the Penciller of that Denver paper—which's name I clear done forget.

* * *

A noted fysiologist—how do you like that spelling?—says that women have fewer red blood corpuscles than men have. Surely, Dr. Fysic has not been reading the wired particulars of the incendiary fires set by the English militant suffragists. One of these fighting ladies has just been sentenced to jail for a year, at Leeds, for setting fire to Westfield house last June.

* * *

A recent book on Norwegian life says that among the constant charity demands are those for the relief of "bondes" (farmers) and villagers burned out by conflagrations. Does nobody insure?

* * *

Our editor is going to England to see the pool of Liverpool and the man of Manchester.

* * *

The game will be called because of darkness—when you die. May the Recorder say, Loss fully covered by insurance.

An English butcher advertises: "Buy our sausage. None like it." Imagine a Coast local advertising: "The Liability, Fidelity and Casualty policy. None like it."

* * *

An English paper speaks of a distressing accident and physicians rushing to the sport.

* * *

A New York actuary says alcohol is bad for the system. Dr. Hutchinson says all food is turned into alcohol and burned up, and I know several old and successful life insurance managers who are regular and consistent defenders of the theory that alcohol is condensed food. But I know booze burgles my pocketbook and arrests my digestion.

* * *

A San Franciscan with a French name has found out why the four male insurance editors in San Francisco wear goatees.

* * *

The shorter the distance you go for your vacation, the cheaper and the fewer chances of accidents of travel. That restful place is usually not far away.

* * *

Don't say "the auto was injured." The man, the horse, is injured, but the auto, the engine, the house, the wagon, is damaged.

* * *

This world is surely for the doers—and the wooers.

* * *

Capital puts the sure in fire insurance.

* * *

What democratic idea of justice is this which allows the man (or woman) without property to vote taxes to be paid by the owners of taxable property. Every single taxpayer is without or with only nominal property.

* * *

Still waters run deep. The politician with his clamor and clatter proves it.

* * *

The most of the evils from which humanity suffers are imaginary.

INSURANCE OF ALL KINDS

The Insurance Contract

The essential elements of a contract of insurance are an agreement, oral or written, whereby for a legal consideration the promisor undertakes to indemnify the promisee if he shall suffer a specified loss.—*State ex. rel. Inter-Insurance Auxiliary Co. v. Revelle*, 165 S. W. 1084.

To have a completed contract of insurance, insured must accept the policies.—165 S. W. 958.

Advancing Premiums for a Renewal

A letter written by insured to a soliciting agent, after the latter had, without insured's request, advanced the premiums for a renewal policy, held to constitute a refusal to renew the policy, so that the beneficiary could not recover thereafter for insured's death.—*Grogan v. Travelers' Ins. Co. of Hartford, Conn.*, 139 P. 1045.

Insured by receiving a renewal receipt and letters of the soliciting agent asking him to renew the policy, and holding them until he was notified that the agent had advanced the premiums and attempted to renew it for insured, did not assent to the acceptance of a renewal policy, but, rather, declined it.—*Id.*

Infant and After Age

A payment made on a contract by the infant party thereto after he has become of age, is some evidence of an intention to ratify, but is not conclusive.

In the absence of evidence to the contrary, an act of ratification by a former infant is presumed to have been done with full knowledge of his right to disaffirm.

When Payable to Legal Representatives

Where a policy was payable to insured's legal representatives, it was payable to his executors to be distributed by them to the legatee, to whom he bequeathed the proceeds.—*Quick v. Quick*, 147 N. Y. S. 149.

Everyone is either a creator or an imitator. What are you?

Life Policy in Favor of Wife

Where a husband insures his life by an ordinary policy in favor of his wife, she immediately acquires an interest which can not be divested without her consent, and upon her husband's death, is entitled to the proceeds as her separate property.—*Succession of Desforges*, 64 So. 978.

Where assured's wife is named as the sole beneficiary in an endowment policy, she is entitled to the proceeds at maturity, though her husband be still surviving.—*Id.*

Manhattan Life Agents Coming to Fair San Francisco

The time has been settled upon for the meeting of qualified members of the Manhattan Agency Club to be held in San Francisco, next year during the Panama-Pacific Exposition. The members go to San Francisco via special train Santa Fe route from Chicago, and meet the Pacific Coast and Mountain States members in San Francisco, where the first session will be held, commencing Monday, April 26, 1915. While in San Francisco the Manhattan Club will have its headquarters at the St. Francis hotel.

Health Conservation Committee

E. E. Rittenhouse, chairman of the Health Conservation Committee, has nominated the following to serve on his committee, and the appointments have been confirmed by the commission in charge of the World's Insurance Congress: Irving Fisher, Ph. D., professor of political economy, Yale University; Dr. Lee K. Frankel, head of nursing system, Metropolitan Life Insurance Company; Dr. Toulmin, medical director, Penn Mutual Life Insurance Company; Dr. Charles Theo. Cutting, medical examiner, Pacific Coast Casualty Company.

Western States Life stock hovers around \$6 asked; original cost \$25.

Vulcan Fire stock is \$8 offered; original cost \$25.

Fireman's Fund stock is \$283 offered.

Spokane

The annual meetings of the Special Agents' Association of the Northwest and the Washington Pond of the Ancient & Honorable Order of the Blue Goose will be held in Spokane, June 19 and 20. The program for the two days will be participated in by most members of the fire insurance fraternity of this territory.

On Friday, June 19, The Special Agents' Association of the Northwest will hold its annual meeting, with sessions in the morning and afternoon and election at the later session. On Friday evening the Washington Pond of the Blue Goose will hold its annual initiatory ceremonies when eight goslings will be plucked and picked according to the ancient ceremonies of this illustrious order. Among the neophytes is Richard Lockey of Helena, Mont., one of the oldest adjusters in the Pacific Northwest. Others are J. E. Austin, A. N. Lindsay, Lee McKenzie, H. F. Warring, C. E. Dunlap, W. T. Booth and Nye Kern.

On Saturday, June 20, the insurance fraternity will gather at Liberty Lake, near Spokane, for the annual outing. Sports during the day, including a ball game between the local agents of Spokane and the special agents of the Northwest, will be a feature. In the evening the annual banquet and dance will be held. This is an annual outing to which the insurance fraternity looks forward each year with great anticipation.

The officers and members of the Washington Pond of the Blue Goose are: W. C. Webster, Most Loyal Gander; J. A. Carlson, Supervisor of the Flock; V. B. McDowell, Custodian of the Goslings; F. E. Partridge, Guardian of the Pond; P. W. Gedney, Keeper of the Golden Goose Egg; O. P. Brandt, wielder of the Goose Quill. The other members of the Washington Pond are: C. H. Anderson, Z. M. Boyer, Walter L. Burkhardt, Eugene Battles, J. A. H. Baird, Jesse De Bruhl, Dixwell Davenport, S. E. De Long, Frank L. Emerick, Wm. P. Tolger, E. G. Ford, D. B. Fotheringham, J. Robb Gay, W. S. Gill, Henry Hall, D. S. Hawley, A. S. Heatfield, C. B. Harris,

H. B. Hogan, J. Edward Johnson, Bruce Kaltz, G. H. Kruger, C. R. Kerns, George G. Lawlor, L. P. Lamping, George L. A. Lauer, George C. Main, G. S. Mariner, Robert V. Miller, Henry A. Morrison, H. F. Mills, A. W. Nyeborn, N. L. Nelson, J. T. O'Brien, David H. Parry, Percy J. Perry, John C. Piver, Walter P. Porep, Milton E. Pinney, M. H. Reeves, F. J. Root, G. F. Rennie, H. W. Rabin, Oscar Unmack, F. O. Vincent, J. S. Watson, Charles A. Wendler, Walter V. Windus, J. L. M. Waggaman, E. J. Young, Walter H. Young.

Walter H. Raymond of Portland, special agent for the L. & L. & G., is president of the Special Agents Association of the Northwest, and J. T. O'Brien of the Royal and Queen, of Spokane, is vice president.

The two days program is in the hands of a committee of Spokane insurance men consisting of Charles P. Brandt, V. B. McDowell, W. C. Webster, Eugene Battles, Milton E. Pinney and Henry Hall.

Rolla V. Watt, manager of the Royal and Queen Insurance companies, accompanied by Mrs. Watt, were recently in Spokane and were tendered a dinner at the Spokane club. Those present at the dinner, in addition to the guests of honor, were: W. J. Kommers, James C. Cunningham, E. L. McCune, U. L. McCurry and C. A. Tomasene, all of the Union Trust and Savings Bank; H. W. Newton, O. E. Guernsey, J. A. Chase, and George H. Shaefer of the Guernsey-Newton company; Edward O'Shea and Edward O'Shea, Jr., of the Granite Investment company; R. M. Marshall of the Broberg-Schuler company, and J. T. O'Brien, special agent of the companies represented by Mr. Watt.

The Lumbermen's Mutual Insurance Society, with headquarters in Spokane, issued a statement this week showing total insurance in force of \$5,359,350. The resources of the society amount to \$162,486.

A complete fire survey of Spokane is under way now by the fire department. The inspection is being carried on by the 90 night firemen of the two-platoon system.

A Receiver Asked

A petition has been filed in Washington, D. C., for the appointment of a receiver for the Commercial Ins. Co.

British Empire Ins. Co.—Best's News of May 15 severely criticises this Vancouver concern, which has liabilities in excess of the assets. The paid-up capital has vanished.

A Washington senator has introduced in Congress a bill to prohibit the use of the mails to fire companies which try to issue policies in states or territories in which they are not authorized to do business.

Woodland, Yolo Co., Cal., June 3.—Our supervisors have canceled eleven policies on county buildings. These policies were all in board companies and had recently been placed. The non-board agents made a great row and threatened to open a rate war.

The Pacific Mutual Life men are holding "riots of fun" at Verdugo Park, Los Angeles. It is the annual outing of the home office force. Four hundred are present.

The Western States Life stock has dropped to 6 offered; original cost, 25.

The Security Investment Co., which owns the Potter building on Sacramento street, San Francisco, is suing the gas and electric company for damages caused by the erection of adjoining buildings for heavy electric machinery.

The Hartford Fire has elected a woman as director.

Erratum.—The State Assurance California loss paid figures in the Chart and Supplement were erroneously given as \$15,738. The figure 1 is superfluous. Losses paid were only \$5,738. The intelligent compositor set up the check mark too near the side, and believed it was meant for 1. The State's California paid loss ratio was given correctly.

Charges against Pres. R. J. Wynne of the First National Fire have moved the directors to depose him.

The Largest Ship

The Vaterland, which recently made its maiden trip to New York, cost its owners \$8,625,000. Reports from London are to the effect that she made this voyage very much underinsured, having a total of only \$3,000,000 insurance. Of this amount, less than three-quarters of a million was placed in London, and the liability was only for losses in excess of \$1,500,000. In Hamburg \$1,500,000 was placed against all risks, and \$800,000 against the risk of total loss.

Green Acquitted by Police Judge

Edmond Green, ex-president of the Pacific Coast Casualty Co., was on June 9 found not guilty, by Police Judge Sullivan of San Francisco. The warrant, charging Green with embezzling \$15,000 of the company's funds, was sworn to by Geo. W. Turner, a stockholder and director of the company, after an examination of the books by Insurance commissioner E. C. Cooper, and a report made by that state official. Green, who had gone from Vancouver to New York, voluntarily returned to face trial. The police judge dismissed the charge, holding that Green had not intentionally defrauded the company but had made unwise investments. Green has latterly received much publicity of a notorious kind, his wife having charged him with desertion and with flight from the city with another woman.

\$213,592,026 Death Claims Paid by 237 Life Insurance Companies

Life Insurance Pocket Chart. — The 1914 folding-board American Underwriter's Pocket Chart of Life Insurance Companies in the United States is made for quick and ever ready service. Payments to policyholders include death claims, endowments and annuities, and dividends to policyholders. Excess incomes and ratios, and expense ratios are given, as well as the usual assets, surplus and business figures. There are 239 companies, with an average expense ratio of 22.9 percent of premium income. The insurance in force exceeds \$21,114,000,000. The 1913 record was 7,208,532 new policies for \$3,456,351,618. Price, 25 cts. Thrift Publishing Co., New York.

SUN INSURANCE OFFICE

Capital Is Doubled—Sun Is Now in Its 205th Year—Has Some \$13,000,000 Surplus to Policyholders—Business Is Increasing

The oldest insurance company in the world, the Sun Insurance Office of London, is increasing its resources and its annual premium income. Last year it transferred \$1,200,000 to its capital account, making its paid-up capital \$2,400,000 and leaving its net surplus in excess of \$10,000,000. The Sun has nearly \$10,000,000 annual income and \$19,000,000 gross fire assets.

The past year was friendly indeed, for a bad year. The Sun's loss ratio was only 52 percent. This outgo, plus expenses and taxes, left a handsome underwriting profit, for the increase of surplus. The total income was \$629,360 more than the expenditures.

The Sun's policies have behind them not only great resources and a large guaranteed as well as paid-up capital, but also a reputation for conservative underwriting and honorable dealings covering more than two centuries. This excellent reputation implies satisfactory settlements and sound security.

The United States branch has about five million dollars assets, of which a million and a half is surplus. The re-insurance reserve exceeds the large premium income.

The Pacific Coast department, under the joint management of C. A. Henry and Willard O. Wayman, wrote a large and profitable business for the Sun in this field, last year, as usual. This general agency led in 1913 in the volume of Coast fire premiums.

Horses in Fire-Traps

No one, we believe, familiar with the facts, will deny that the majority of our city horses are put nightly into what are nothing less than veritable fire-traps. When making our preparations to present our bill for the protection of horses in case of fire to the Massachusetts legislature, we had some investigations made, the results of which, in part, we give here. Boston is doubtless no worse in this respect than other cities.

We had forty-five stables taken at random and chosen from representative sections of the city. The largest number of horses in any one of these forty-five stables was 350, the smallest number 16. In these 45 stables there were kept 5102 horses, and in only two of the 45 were there two runways, or places where horses might be led or driven from the floor on which they were stabled.

Twenty-seven of these 45 stables kept horses on the second floor, eighteen on the second and third floors. These eighteen had 2221 on the two floors above the ground floor, and not one of them with more than one runway or one possible means of exit.

One stable was found that in the season has as many as 140 horses, and they are kept on the second, third and fourth floors—one runway only.

It is a difficult task to get a horse out of a burning stable at the best. The place of safety for him, so far as experience has taught him, is his stall, and once you get him out of that he is very apt to rush back into it at the first opportunity. With every possible precaution taken against fire, and with every provision made to give the horses a chance, there are bound to be many horses burned to death every year. The number in Boston, from such statistics as we can gather, would seem to be not less than 250 that annually lose their lives in burning stables. If our Massachusetts readers are interested in this matter they should write their senators and representatives urging them to support our Bill known as the "Bill for protection of horses in case of fire."—Our Dumb Animals.

Another high loss ratio period seems to have begun. It may last several years. Some of the smaller companies should trim sail.

The "Sun" Is Now in the 205th Year of Its Existence. It Is the Only Insurance Company in the World That Has Transacted Business Continuously for More Than Two Centuries

SUN INSURANCE OFFICE

OF LONDON

TWO HUNDRED and FIFTH YEAR

FOUNDED in 1710

Subscribed and Guaranteed Capital, - - - \$12,000,000
Total Resources, - - - - - 28,481,385

STATEMENT OF THE CONDITION AND AFFAIRS OF THE COMPANY FOR YEAR ENDING DECEMBER 31, 1913

ASSETS

Railway and Other Stocks and Bonds	\$ 7,730,320
Mortgages	882,400
Government Securities	2,533,770
Real Estate Owned	4,706,185
Branch and Agency Balances and Due by Other Offices	1,740,520
Bills Receivable and Other Assets	380,440
Cash in Bank and on Hand	907,750
Total Cash Assets	\$18,881,385

LIABILITIES

Reinsurance Reserve	\$ 4,251,467
Outstanding Losses	633,400
Due Other Offices	301,230
Branch and Agency Balances	83,315
All Other Liabilities	680,000
Total Liabilities	\$ 5,949,412

SURPLUS, **\$12,931,973**

INCOME

Net Premiums Received	\$ 8,502,935
Interest, Rents and Other Sources	672,845
Total Income	\$ 9,175,780

EXPENDITURES

Losses Paid	\$ 4,495,700
Commissions, Expenses, Taxes, Etc.	3,259,720
Dividends	791,000
Total Expenditures	\$8,546,420

PACIFIC DEPARTMENT. — CALIFORNIA, NEVADA, ARIZONA, OREGON, UTAH, WASHINGTON, IDAHO, MONTANA, ALASKA.

WILLARD O. WAYMAN -- CARL A. HENRY

JOINT GENERAL AGENTS

FRANK E. STONE -- MAXWELL H. THOMSON,
 Assistant General Agents

Northwest corner Sacramento and Sansome Streets, San Francisco.

SPECIAL AGENTS: Los Angeles — James F. Boylan, E. A. Rowe; Portland—E. R. Thompson; Spokane—W. S. Gill, C. B. Harris; Seattle—Bruce Kaltz; San Francisco—J. N. Waters, W. W. Cleveland, James R. Kenna

LIFE, CASUALTY, ETC.

Life Companies Writing Accident Business

Pocket Register of Accident Insurance, 1914: The Spectator Co., New York. Five years company figures. Life companies writing an accident contract are—

Amicable Life, Cleveland Life, Columbia Life, Columbian National Life, Columbus Mutual Life, Connecticut General Life, Federal Life, Georgia Life, Home Life and Accident, Interstate Life and Accident, Life & Casualty of Tenn., National Life & Accident, National Life of U. S. A., Occidental Life of New Mexico, Occidental Life of Los Angeles, Ohio National Life, Ohio State Life, Old Line Life, Pacific Mutual Life, Philadelphia Life, Provident Life & Accident, Travelers, Wisconsin National Life.

This is an annual of 32 pages—instructive and reliable. We note that the Travelers leads in personal accident premiums, and the Fidelity & Casualty is second.

A break in the ranks of the agency force of the Maryland Casualty Company of Baltimore occurred last week, when announcement was made that General Agents W. M. Byrne & Co. of St. Louis had signed up with the Hartford Accident and Indemnity. Whether this is the precursor of other changes remains to be seen, but it is well understood in casualty insurance circles that there is dissatisfaction among representatives of the Maryland.—The Spectator.

The California State Compensation Insurance Fund reports \$368,439 admitted assets and \$234,705 admitted liabilities, of which \$213,173 is the unearned premium fund. Premiums written in the first quarter of 1914 were \$283,085, and the state appropriation was \$100,000, making \$383,085 income. The disbursements were only \$14,646, of which \$8,529 was for salaries. The Industrial Accident Board bore all the 1913 preliminary expenses. The claims department paid \$1,033 for compensation. The statutory reserve of 72 percent for the whole year is not used in this quarterly report.

Life Men's Pocket Index

The Life Insurance Policyholders Pocket Index for 1914: The Spectator Company, New York, publishers; 25 cents, or 50 cents.

This is the best publication of the kind in the world. Contains 90 pages of company statistics, generally five years' company comparative figures covering about twenty items of the annual statement.

Examination of the Metropolitan Life Ins. Company

New York's insurance department, which recently examined the Metropolitan Life, says: "The treatment by this company of its policyholders in the prompt payment of their claims, in the voluntary payment of millions of dollars in business and in its social welfare work—are features of the company's business which deserves commendation."

In 19 years the company has given back \$35,367,293 in bonuses to industrial policyholders.

The lapse ratio of industrial policies has decreased 31.7 percent in eight years.

Metropolitan nurses made 1,127,022 visits to sick policyholders in 1913, for which the company paid the bills.

Woodmen Adopt New Rate of Insurance

Toledo, O., June 20.—The Indianapolis insurance rate was substituted for the Chicago rate in the by-laws of the Modern Woodmen of America by the triennial convention of the order in session here today. The Chicago rate, which is higher than the Indianapolis, was the cause of much insurgency. The new rates are too low and will finally cause serious trouble for the order.

The West Coast Life of San Francisco is among the companies reporting large gains.

The Metropolitan Life now has 13,000,000 industrial policies in force, for a total of over \$1,800,000,000.

Faker Rosenfeld

In 1888 twenty indictments for forgery were found in Denver against E. I. Rosenfeld. Thence he went to Philadelphia and started the Ins. Co. of Pennsylvania. Failing to file a report of his company with the state insurance department in 1905 he confessed the insolvency of his company. Taking its records, he went to Chicago, leaving \$60,000 more claims than assets. He sold the records of the defunct company to the Western Indemnity Co. for \$200,000 more or less. This seems doubtful until it is added that he paid Gray of the W. I. Co. \$125,000 for his job. This left him a profit of \$75,000 on the deal. Becoming manager of the Western Indemnity (which was condemned by the Coast Review at the time) he had no trouble in grabbing the \$200,000 for the odorous remains of the Ins. Co. of Pennsylvania. Then the Security Life and Annuity Co. of J. K. Tener got tangled in the Rosenfeld meshes. The shares were \$10, but R. bought 8,000 at \$25. There was an injunction and a permanent block. And where was Otto Van Laningham when the Rosenfeld light went out? Oh but R. is still "doing" business in Chicago, in the Sucker state.

John J. Cadigan, president of the New World Life, has reorganized the agency staff of the company on a state agency basis for the distant territory, and district managers covering a few counties each for the four states near the home office. R. M. Malpas arrived in Spokane this week to take up his duties as supervisor of agents. Mr. Malpas has been for the last three years with the American National Life of Galveston, Texas, and he left this position this week to come to Spokane. Mr. Malpas was formerly with the Anchor Life of Indianapolis. During the past few years under his direction the business of the American National has grown rapidly. Montana, Idaho, Oregon and Washington will be divided into districts of a few counties each and the field supervised from the home offices in Spokane. James I. Flynn of North Yakima has been appointed dis-

trict manager for the district comprising Benton, Kittitas and Yakima counties.

The Western Union Life reports May business of \$721,232, the largest May business in the history of the company, and 87 percent greater than the average May business of the past five years. The net issued paid business for the first five months of this year totals \$2,455,000, an increase of 29.2 percent over the first five months of 1913.

Dr. L. A. Kerr, of Colville, has taken the Stevens county agency, north of Spokane, for the Central Life of Des Moines.

General Agent J. A. Reinhardt of the Northwestern Mutual Life at Spokane has appointed L. I. Cysewski district agent covering the counties of Chelan, Grant, Douglas and Okanogan counties. Mr. Cysewski was formerly in the Northwestern service but for some time has been in the drug business in Wenatchee.

Sam Cone, a Spokane lawyer, has taken the district managership for several counties of western Montana for the Western Union Life. Mr. Cone will supervise the territory from Spokane.

President Myrick of the Life Underwriters' Association of New York, also a general agent for the Mutual Life, says smoking and coffee-drinking increase the blood pressure amazingly. Under ordinary conditions his blood pressure test shows 124, but while he is smoking the machine registers 143. At one time, in the morning, the test showed 122. He smoked a cigar and then the test showed 148. This blood pressure test is being required of ages of 40 and over and some companies require it of all ages.

The Bankers Life of Des Moines reports large gains.

The Ægis Life is writing an increasing business, which may explain its declining surplus.

The American Central Life of Indiana reports a large decline in new business.

The Wyoming Life of Cheyenne reports a falling off in new business and total income.

Disability Benefits — Insuring Insurance

By Henry Moir, Actuary Home Life Ins. Co.

We have all seen or known men who, from one cause or another, have been rendered incapable of earning a living—paralysis, tuberculosis and insanity are the ailments which, in conjunction with accidents, immediately occur to us as bringing about this condition. Sufferers often live for years—inactive and a burden upon their relatives. The burden may be borne cheerfully and lovingly; indeed such trials bring out the best traits of family life, more especially of womanhood, and illustrate one of those characteristics which raise man above the animals. Such afflictions are infrequent in their occurrence, but in every instance they are intensely sad; and the suffering caused to the individual and to the family call forth our tenderest sympathy, impelling us to do everything possible to lighten the weight of such a burden. The sufferer will often sacrifice valuable life insurance policies to provide proper sustenance and medical care; and to help avoid this sacrifice and brighten the gloomy outlook, the demand for a waiver of premiums under such conditions has arisen.

We can easily picture to ourselves, if we have not actually seen such cases, the struggle made to keep the household going, and to maintain all the life insurance by paying the necessary premiums; but through time the expense becomes too great, and unless there is a prospect of early death the insurance is reduced until it ultimately disappears altogether. This result is reached in spite of the patent fact that, through the condition of the invalid, such insurance has increased tremendously in actual value, far beyond that of the average policy which may have run for a like period under normal conditions.

Health Insurance

Of recent years there has been a noticeable tendency toward the relief of this burden. There had already existed the possibility of effecting accident and health insurance, both very desirable in their own sphere; but in this country neither of these forms of policy can be maintained at the option of the insured. Accident policies

can be cancelled at the end of any year at the option of the company by giving notice of termination to the insured. Even health insurance (or as sometimes called "sickness insurance") policies in America always contain a like proviso. In Great Britain and in older countries health insurance has moved a step forward and is now more nearly in the category of life insurance, since in many cases it can be maintained, when once completed by the insured, so long as the necessary premiums are paid, irrespective of the state of his health.

Incident to Life Insurance

But this recent innovation in life insurance contracts is different from either accident or health insurance. It is a proper and natural stipulation for a life insurance contract, and the waiver of premiums can reasonably be construed as having become "incident to" the business of life insurance; the principal part of the policy contract remains, as before, true life insurance, and the condition as regards the health of the insured is that premiums for such life insurance benefit shall be limited to such period as the insured is enjoying mental and physical vigor. In other words, it is just as sensible a provision in a life insurance policy that premiums shall cease with the loss of activity as it is that premiums cease after a fixed and limited number of years.

* * *

Historical

We apparently owe the development of this disability feature to Germany. It is to that country that the first indications of such benefits have been traced. In 1892 the idea was imported into England by the Law Life Assurance Society, the benefits being "granted to first class lives over twenty-four years whose occupations do not involve undue exposure to risk, and that the privileges are not to be continued beyond the age of 65." About the same time, if not even at an earlier date, the feature made its appearance in certain fraternal orders in America. It was a very natural development of the fraternal principle because in such bodies the sufferings of individual members are seen by the other members, and the waiving of all dues and

assessments was a reasonable concession, granted with enlightened sympathy when the sad condition of an individual was brought before a council of his brother members. Apparently only one regular life insurance company incorporated the feature in its policies before the opening of the present century—the Fidelity Mutual in 1896. The next was the Travelers in 1904, so that it remained quite an exceptional clause until seven or eight years ago, when a rapid development took place. This reticence was doubtless caused in part by the lack of scientific information.

Growth

Considering the fact that this benefit was practically unknown twenty years ago, the growth has been remarkable; indeed it is fair to say that the general adoption of the principle has taken place almost entirely during the last eight years. During the year 1913, out of 252 United States companies reported in Best's "Policy Analyses" no fewer than 161, or 64 percent, of the total grant policies offering this Disability Benefit. Only 36 percent of the total refrain from covering this feature. In the last year or two many of the older companies known for their conservatism have taken this step forward; and, with proper safeguards, the benefit seems to the writer to be one so closely associated with the true interests, as well as the best sentiments, of life insurance that in all probability many of those who still hold back will go with the majority in the near future.

James Egan, a Metropolitan Life agent in Bakersfield, Cal., was recently retired after twenty years' service, and received the full benefit of the staff savings fund. He began to deposit at the end of 1903, and had accumulated at the time his account was closed. \$314. Side by side with this the following additions look, and surely are, very attractive: \$67.98 interest; \$157 company subscription with \$47.60 interest, and \$83.10 gains from withdrawals. These brought his original deposits up to \$669.68, for which he received check.—The Intelligencer.

The California State has made a very marked decline in new business.

May Embezzlements

Press notices and dispatches as collated by the Fidelity and Casualty indicate, for the month of May, the following defalcations:

Banks and Trust Companies . .	\$14,000 00
Beneficial Associations	10,000 00
Public Service	1,100 00
General Business	21,250 00
Insurance Companies	168 82
Transportation Companies . . .	200 00
Miscellaneous	47,702 29
Total	\$94,421 11

Questions and Answers

Have the Equitable Life Insurance Society's stockholders any interest in its funds other than the capital and 7 percent dividends? What justified Mr. Ryan in the payment of \$2,000,000 for a controlling interest in the \$100,000 capital stock?

Mr. Ryan professed to have paid this big sum for \$51,000 stock for philanthropic reasons only. The society was then in profound trouble, as regards management. The direction of the investments of the large assets of the Equitable has great value, of course. A decision, not yet certainly final, gives stockholders of life companies an interest in the gains made on non-participating contracts, where there is no special stipulation to the contrary. It is possible that the Equitable stockholders have a large interest in the society's surplus funds, as derived from gains under non-participating policies, if any.

The Western States Life, through the co-operation of its many stockholders, has been easily getting "the cream" off the new business pan, but apparently it must hereafter be content with "skimmed milk" and fight for it, like other and older companies. We infer as much from a perusal of the annual statement. The gain in amount in force dropped from \$4,243,775 to \$2,679,978. The average amount of policy in force has been steadily declining. The surplus continues to fall and is now \$201,777 less than when the company began business in 1910. Some of the loss last year was of course due to the fall in security values.

INSURANCE OF ALL KINDS

Great Sea Disaster

The Empress of Ireland went to the bottom of the tide-swept St. Lawrence river, where a width of thirty miles gives free range for strong currents. Of 1,365 souls on board, nearly all asleep in the early hours of May 29, about 1,000 sank with the rammed ship. Though a fog fell to the water, the officers of the two approaching ships plainly saw each other's craft, and the river was wide, the collier Storstad struck the side of the big passenger ship. The gash was too deep and wide for the Empress of Ireland to remain more than a few minutes above the surface.

The sunken ship was eight years old, was equipped with submarine bells and all modern appliances; had twin screws and was of 14,191 tons, and \$2,000,000 value. Ship and \$250,000 cargo well insured.

National Board Meeting

The forty-eighth annual meeting of the National Board of Fire Underwriters, last week was a notable one. President Kremer read the annual address, in which he said: We are neither on the threshold of the dawn of the millennium nor the satisfactory adjustment of these disturbing conditions. The feeling of unrest seems to have its Alpha as well as its Omega in the question of rate. The necessity of indemnity for loss against fire is everywhere recognized, and it is the anchor to the windward of every property-owning citizen of the nation.

The ante-compact theory of solution has, by the very acid test of practicability, been found unworthy of reliance, and is thus eliminated by those of advanced thought. Stability should be the prime requisite of the business for the equal protection of all, and the attempt to subject it to open and acute competition must inevitably honeycomb the very foundation of absolutely necessary solvency. Elimination of competition may be conspicuously unique and exceptional to the insurance business as contrasted with commercial pursuits, but it is a fact none can successfully gainsay. Indemnity is sold

before the cost is ascertained. This is true because the loss factor, which is the largest element of cost, cannot be determined, and consequently the temptation to sell that indemnity below the cost is the measure between financial soundness and financial ruin. This latter condition would inevitably follow in the wake of keen, unrestricted competition. Practical tests made either willingly or otherwise have demonstrated that somebody must fix the rate by the highest known standard of experience, and in order that this be done, combination on the part of those furnishing indemnity is as unavoidable and necessary as the need for these institutions to have their solvency unquestioned. Many of the states recognize associations or bureaus for the purpose of making rates, and the record of experience of such states commends itself as a practicable proposition for guidance in these matters. On the other hand, where power has been given to a political division to enforce state-made rates without the semblance of responsibility on the part of the same state to bear the burden of losses, the method has been so barren of benefits, so autocratic and unscientific in its application as to show its failure in every known instance of its adoption.

Tacoma.—The injunction obtained by Calvin Phillips & Co., restraining the state insurance commissioner from canceling the insurance license because it was alleged they obtained insurance as security for loans. Calvin Phillips & Co. have appealed to the supreme court from the Olympia court's decision.

In 1909 the average rate of commission was 20.34; in 1913, 22.32 percent. The average rate of premium in the same time has fallen from 1.12 to 1.04.

A hail insurance company ought to do well in San Francisco—where it hails once in twenty years.

The man with a bad record doesn't believe in advertising.

New York Insurance Department Report

Albany, N. Y., May 25, 1914.

A summary of the business of the fire, fire-marine and marine insurance companies operating in this state during 1913 contained in Part I of the annual report of the state insurance department made public today by Superintendent of Insurance Hasbrouck shows that at the close of the year the 250 fire fire-marine and marine insurance companies doing business in New York were possessed of \$699,351,805 of admitted assets, not including assets held abroad nor the premium notes of mutual companies, an increase of \$19,692,021, as compared with the amount shown in the annual statements of the companies for 1912. Liabilities, other than capital, increased over the previous year \$16,825,498. The total income was \$401,377,064 and disbursements \$376,117,259; an increase as compared with 1912 of \$19,652,377 in income and \$31,858,521 in disbursements. The premiums written increased \$16,102,368. The losses paid were \$13,453,842 in excess of the loss payments of the preceding year. The total insurance in force at the end of 1913 was \$57,500,000,000, an increase of \$5,000,000,000. The total underwriting gain, as shown by the underwriting and investment exhibits filed, was \$16,528,403; the gain from investments \$5,388,559; the loss in surplus due to dividends, balance of remittances to and from home office of foreign companies and changes in special reserves was \$31,958,151; making a net loss in surplus from all sources of \$10,041,189 against a net gain in surplus in 1912 of \$12,378,225.

Kansas City, Mo., May 25.—A city fireman is on duty when he is in a saloon drinking a glass of beer just as much as he would be if he were fighting a fire, and if he is killed while in the saloon an insurance company must pay the insurance on his life, decided the circuit court here today.

The Commercial Fire of Washington, D. C., will cut its capital 50 percent.

The Republic Underwriters, International Fire and Commercial fire may soon join the Board.

What is the Matter with Los Angeles?

The general fire underwriting experience in Los Angeles has long been bad. Recently, this unfavorable experience has been growing worse. Many offices report an underwriting loss, not only recently but on their entire Los Angeles business, covering a number of years.

Such underwriting loss ratios as 65, 70, 75 and 76 percent have been reported to us in confidence.

Something must be done soon. Either rates in Los Angeles must be increased or the city fire protection must be immediately and notably improved.

Manager Frank M. Avery of the Fire Association and the Philadelphia Underwriters, who has been visiting the home offices, is returning via Saskatchewan, Alberta, British Columbia, and other new territory added to his field. Mr. Avery will probably not return home before the latter part of June.

President Faymonville of the Fireman's Fund has returned from the East.

The 48th annual meeting of the National Board of Fire Underwriters was held May 28. President Kremer delivered the address.

Fired.—I. W. Bernstein, broker, has been found guilty of bad practices and expelled from membership in the San Francisco Brokers' Exchange.

General Agent Irving of the Phoenix Assurance has returned from Chicago, where he met Sir Gerald Ryan, the general manager, of London.

Complimentary.—The president of "an Eastern" company writes us to this effect: "Your item about our company was read by the writer with much pleasure. The most important items in our company's report are singled out and made to arrest and command attention. No few lines could be written so as to contain more substance or value."

Assistant Manager T. H. Palache is up in the wilds of northeast California.

The Pacific Surety will retire from business but may be reorganized when times are more auspicious.

Robt. J. Wynne, the ousted former president, has obtained control of the First National Fire by a big majority of the stockholders' votes. Winning Wynne will eliminate the Dudley-Tuttle crowd who "eliminated" him.

Manager Du Val of District B is in Nevada. He will return about July 1.

Assistant Secretary John S. French of the Fireman's Fund, who has been inspecting the water supply of Yosemite, has returned.

The fire companies have resumed writing in Kentucky.

Bereavement.—Mark M. Meherin, an old-time San Francisco broker, was on June 21 bereft of his wife by death. Mr. Meherin was a solicitor for the Hartford Fire for twenty-five years.

Manager Fabj of the Pacific department of the Liverpool & London & Globe is preparing to take a holiday hike into Peaceful Woods. We suspect he will inspect that new Mt. Lassen risk before he returns to his desk at 444.

Vice-President Whitney Palache of the Hartford Fire will arrive in San Francisco in a day or so. General Agent Hewitt will meet him in Los Angeles.

The London & Lancashire Fire has organized the London & Lancashire Indemnity Co., of America, in New York, with \$750,000 capital and over \$300,000 surplus.

A movement looking to the cooperation of non-board companies on this Coast has got as far as initiation. Something may come of it.

Never monkey with the legislative buzz-saw.

Unprotected dwellings have proved unprofitable in the coast-facing states of the Pacific West, and higher rates are necessary. Los Angeles dwelling losses have been extraordinary.

Portland Mayor Blamed for Fire

A coroner's jury, after investigating the drowning of two men who were forced by fire to jump into the river, returned a verdict censuring Mayor Albee. The jury said the fire (Northwest Door Co. plant) had started from sparks from a near-by fire, where wheat previously partly burned was being wholly consumed by the mayor's special permission. If the Lewis Investment Co. had not been allowed to burn the wheat debris, or if proper precautions to prevent the spread of the fire had been taken, there would have been no second fire, in the opinion of the jury.

It transpires that "an insurance company" offered an official of the Butte, Mont., miners' union \$250 a month if a contract for insurance were effected, and \$125 a month to two minor officials, payable as long as the contract was in force during their term of office. The seceding miners captured the safe containing this written offer, dragged it away and dynamited it open.

The Illinois superintendent of insurance has ruled that underwriters' agencies or annexes are illegal and harmful and must be discontinued.

The San Francisco fire of June 5, at the northwest corner of Polk and California, has brought out a charge that it took 20 minutes to connect with the high pressure main one block west, the ordinary time is less than a minute. Fire Chief Thomas Murphy indignantly denies. Down low, it is said that the politicians including the little Mission mayor, are again resolved to remove the chief and replace him with an incompetent favorite.

Shingle-mill owners in Washington are preparing to cut wages down to British Columbia level. Will there be strikes and shut-downs?

Mutual Fails.—The Valley City Mutual Fire of North Dakota has failed. The receiver has levied a 100 percent assessment.

Eternal vigilance is the price of legislative safety—for insurance companies.

COMMERCIAL UNION ASSURANCE CO.**Large Gains in Assets and Premiums—
Income Now Exceeds \$22,000,000**

A very interesting annual report is made by the Commercial Union Assurance Co. of London. While this company has, in its own organization, \$59,256,504 assets, its total of all assets, including the several British life companies which it took over and owns wholly and maintains as separate entities, is the extraordinary sum of \$124,511,263, with a general surplus of \$30,214,024. But in this review we shall confine comment to the annual statement of the Commercial Union itself. Deducting the funds of its own life department, there is left as gross fire assets \$31,002,060, with a surplus to policyholders of some \$10,000,000, under the British standards. It is certainly a big, clear fund for the protection of policyholders. The Commercial Union ranks high among the leaders in strength of resources and volume of fire premiums.

The net premium income, excluding the life department, was \$15,664,075, a gain of \$629,982 in the year. The total income was \$22,053,218, a gain of \$1,265,365. Losses were \$7,670,844, or 48.9 percent of the premiums. It is noteworthy that the company's loss ratio in the previous year was 49 percent also.

Invested in the United States the Commercial Union has \$7,441,933, of which \$2,468,373 is surplus. This branch of the company wrote \$4,725,717 premiums last year, making a gain of \$143,972. The increased amount of new business is indicated by a gain of \$436,735 in the reinsurance reserve.

The Pacific department, under Manager E. T. Niebling, wrote \$310,446 fire premiums, with a loss ratio of 35.2. For this company, and the Palatine and the Commercial Union of New York, the department wrote a total of \$559,573 fire premiums. Marine business is also written, under the direction of William Ireland, the marine secretary. R. C. Medcraft is the assistant manager.

In the absence of statutes or rules of the insurance company restricting beneficiaries, a person in good faith can insure his own life for the benefit of another in whom he may be interested.

A false statement by an insured in his application for a life policy, to the effect that he was then carrying insurance in no other company, was a warranty, and vitiated the policy.—*Floyd v. Metropolitan Life Ins. Co.*, 90 A. 404.

The ratio of taxes to premiums, less losses for 1913, was 5.62 per cent. The ratio to net premiums without deducting losses was 2.62 per cent. The tendency toward a continuance of the burden of taxation on the business is still apparent. Not only do we fail to find any perceptible diminution of the practice to impose these taxes upon the unwarranted, but inequitable, assessment against the gross premium receipts, but some states resort to the additional requirement of exacting an assessment on the reinsured portion of gross premiums—thus levying a double tax on some portions of the gross premiums. This is taxation gone mad.—President Kremer.

San Francisco.—Three frame structures were partially destroyed June 18 in a fire that was discovered in the San Francisco Plating Works, 1349 Mission street. The damage was about \$20,000, part of which was covered by insurance. The California Fixture Company's plant adjoining was entirely destroyed, and the Western Supply Company damaged. Spontaneous combustion among chemical supplies is believed to have started the fire.

Commercial Union

Assurance Company, Ltd.

Of London

Statement of the Condition and Affairs for the Year Ending Dec. 31, 1913

GUARANTEED CAPITAL, - \$14,750,000 00

PAID UP CAPITAL, - - - 1,475,000 00

ASSETS (Fire Department)

Stocks, Bonds, etc., Owned	\$15,097,017 00
Loans on Bonds and Mortgages	372,329 41
Real Estate Owned	4,136,891 65
Cash in Banks	2,480,060 29
Premiums in Course of Collection	4,183,891 00
Assets of Life Department	28,254,446 58
All Other Assets	4,731,868 37

TOTAL ADMITTED ASSETS \$ 59,256,504 30

Uncalled Guaranteed Capital, - - - \$13,275,000 00

Total Resources \$72,531,504 30

LIABILITIES (Fire Department)

Reinsurance Reserve	\$ 6,854,814 00
Unpaid Losses	1,688,847 41
Liabilities Under Life Department	28,254,446 58
Debenture Stock and All Other Liabilities	12,493,953 46

TOTAL LIABILITIES \$ 49,292,061 45

Net Surplus, - - - - - \$8,489,422 85

Cash Surplus to Policyholders, - - - - - \$9,964,422 85

INCOME (Fire Department)

Net Premiums	\$15,664,075 37
Interest	1,484,173 45
Income of Life Department, etc.	4,904,969 86

TOTAL INCOME \$22,053,218 68

EXPENDITURES (Fire Department)

Losses Paid	\$ 7,670,844 65
Dividends to Stockholders	1,388,958 33
Commissions	1,360,857 50
Taxes, Salaries and Other Expenses	4,057,129 69
Expenditures of Life Department	2,536,538 31
Alterations, Repairs and Other Expenditures	455,666 81

TOTAL EXPENDITURES \$17,469,995 29

Assets in United States, - - - \$7,441,933 76

Surplus in United States, - - - \$2,468,373 42

Pacific Coast Branch: 558 Sacramento Street, San Francisco

E. T. NIEBLING, Manager

R. C. MEDCRAFT, Assistant Manager

WILLIAM IRELAND, Marine Secretary

☞ San Francisco 1906 Conflagration Losses Paid, \$2,452,644 00

☞ Premiums Written Since Organization, \$317,748,053 00

☞ Losses Paid Since Organization, \$186,673,461 00

TOTAL OF ALL ASSETS \$124,511,263 66

GENERAL SURPLUS 30,214,024 29

ALL PACIFIC COAST LOSSES PAID PROMPTLY THROUGH BRANCH OFFICE IN SAN FRANCISCO

National Board and Classification

An impressive idea of progress in the solution of rating problems is the possibility of a plan that is receiving the attention of our executive and actuarial committees. The latter committee was appointed in December last to give special consideration to the recommendations of Vice-President Richards in an important letter addressed by him December 11 to the executive committee, upon the subjects of classification of writings and losses, the establishment of a loss bureau and the possibility of devising some form of standard rating schedule based upon actual experience and for national use. It involves a combined classification with an experienced grading and rating schedule based thereon. It especially recommends itself for most thoughtful consideration, for, while it is known to the fraternity, and becoming more generally understood by the public, that statistical experience is of little value as a guide in making rates under present rating methods, the plan under consideration gives fair promise of offering some solution of the problem of rate-making from actual and combined experience of the National Board companies. If that may be accomplished, then its useful function would be a compensating feature to offset the time, trouble and expense that would be involved, and more wholesome conditions effected as a result. A vast amount of thought and work has been given to the subject, and it is proposed to call a special meeting of the National Board of Fire Underwriters for its consideration as soon as a definitely favorable agreement relative thereto is reached by the executive committee, for it is a matter on which the entire Board membership should act with respect to its adoption.—From President Kremer's Address.

Of the 105 New York fire companies in business on January 1, 1871, only 17 survive. The survivors are: Albany, Agricultural, Buffalo-German, Continental, Commerce, Germania, Glens Falls, Hamilton, Hanover, Home, Niagara, North River, Pacific, Stuyvesant, United States, Westchester, Williamsburg City.

Sample Circular Letter Sent Out by the Late Lamented

Home Office Harlow Hewett & Co. Palo Alto, Cal.,
February 4th, 1910.
————— & Co., San Luis Obispo, Cal.

Gentlemen: Believing that you are interested to know how 1,000 retail merchants on the Pacific Coast saved 73 percent on their fire insurance premiums during 1909, with stronger indemnity than they could receive from the regular companies, we are instructing our Mr. H. M. Johnston to call on you and outline the benefits of the Pacific Coast Inter-Insurers, which is being conducted for the various trade associations of the Pacific Coast.

Mr. Johnston's long experience in the fire insurance business makes his inspection of your property, and thorough investigation of the conditions of your insurance, of great value to you.

Trusting that his inspection will result in mutual benefit, and thanking you for any courtesies shown him, we remain,

Yours respectfully, Harlow Hewett & Co.

Wisely advised by a local agent, this San Luis Obispo firm declined to swallow the baited hook.

After all the "saving of 73 percent" of the fire premiums by "jineing" the Pacific Coast Inter-Insurers of Palo Alto (and Texas?) the latter ran behind with loss payments and ahead with expenses, and the California state insurance department closed the concern. We understand that the outstanding fire claims were never paid. At the start it was promised that the expenses should be limited to 25 percent, but finally they mounted gaily to 53 percent. Some of the first members, we hear, got a smell of a promised dividends, but all the later venturesome folks got a bad odor of an assessment to pay losses.

Beware of "inter-insurers." Beware of their dangling, shining bait of "cheap fire insurance." There is no cheap fire insurance and there can not be.

While a binding contract of insurance may arise from the acceptance by the company of an application, without a policy being issued thereon, a provision that the contract shall not become effective until the policy is delivered is valid.—*Pierce v. New York Life Ins. Co.* 160 S. W. 40.

Hathaway's Reply to Kingsley

Insurance Congress Commissioner Hathaway has written a letter in answer to Darwin Kingsley's open letter. Mr. Hathaway says it is hardly the province of the Congress commission to adopt and advocate any particular object other than the broader task of effecting for the first time a harmonious cooperation of the tremendous segregated influences of insurance for the accomplishment of such purposes as they may decide to be mutually advantageous. Mr. Kingsley wants the congress to specifically and largely work for a constitutional amendment making insurance commerce and subject to national supervision.

Hayden's Annual Cyclopedia of Insurance

The Life and Miscellaneous Insurance edition of the Cyclopedia of Insurance in the United States has been issued by the Insurance Journal Co., Hartford, Conn. This division of the annual into two parts is a great convenience and should win for the publisher additional sales.

This annual contains 338 pages of general and useful facts arranged alphabetically—laws, statistics, companies and brief biographies. The encyclopedia tells who is who and what is what.

Honesty on Both Sides Essential

When we explained the other day to an agent that he had been unable to issue a fidelity bond sent in by him because we found that the employer's business career had not been honorable, the agent said at first that we were illogical. "Nobody asks you," he argued, "to guarantee the honesty of the employer. What has his character to do with your guaranteeing the honesty of his employee?"

It has a good deal to do with it, as a little reflection will show. In the first place, we have no desire to deal, in this delicate business of writing fidelity bonds, with crooked people. Insurance in general, and fidelity insurance in particular, requires the best of good faith on the part of both insurer and insured. It seems to us a good general rule to follow, and one not calling for special

justification, never to write fidelity bonds in behalf of a beneficiary whom we know or believe to be untrustworthy or dishonest.

It seems to us clear that a surety company is taking undue chances when it bonds even a presumably honest man in favor of a dishonest employer. The employee is likely to be affected by the example of the employer. If he remains in the service, it is not a good sign. If the employer is a corporation, the crooked superior may easily force even a good-intentioned subordinate into wrong-doing. The whole situation is one that a prudent underwriter will avoid.—Fidelity and Casualty Bulletin.

Northwestern Change

Manager Fuller of the Norwich Union has resigned the general agency of the Northwestern F. & M. Ins. Co. Chapman & Nau-man have been appointed general agents for California. This change gives this firm a representation in the Board.

In the Fervid East

Lightning burns house and kills several people.

Many sunstrokes.

Heat prostrates and kills many people and drives a few crazy.

Rains on picknickers.

Don't eat oysters in any month without an "r."

On the Cool Pacific Coast

Weather everywhere enjoyable.

Picknickers have no fear of rain.

Nobody prostrated or crazed by great and humid heat.

Nobody sunstruck.

Oysters good any month.

Marine.—The 1898 war tax on marine insurance policies has been upheld by a federal district court.

Answers by insured in his application for a life policy that he was then in good health, etc., were not warranties but were representations.—160 S. W. 44.

Death always lurks near life, because it is a condition of life.

CHIPS

—Secy. Potter of the Preferred Accident is in Europe.

—The American Home Life of Texas has reinsured.

—The National Locals association meets in Minneapolis August 17.

—The new 1 percent rates on contractors' policies on the Coast are not yet enforced.

—The Northwestern National, National-Ben Franklin and Dominion Fire will operate together in Canada as non-tariff companies.

—Hooray for Stockton, Cal. It is to have a 10-story steel-frame Class A office building.

—Motto for the Fourth of July Celebration: "Safety first."

—The Great Western Accident of Des Moines will become a stock company.

—The National Assn. of Accident Underwriters is being organized, by a merger of existing associations.

—Two of the largest lumber mills in the world will soon be built on Puget Sound, by the Snoqualmie Falls Lumber Co.

—Canada.—The New York Fire has reinsured. Saskatchewan yielded fire premium income of \$2,427,848, with a 52 percent loss ratio in 1913.

—A. D. Harrison of Messrs. Catton, Bell & Co., has gone to Alaska on a hunting and exploring trip. Before returning home, he will also take in the Yellowstone Park.

—Prince Rupert, B. C., is said to be very prosperous and growing, since the completion of the new transcontinental railway. Insurance companies should interest themselves and appoint good agents there.

—Star route (stage and pony) postal contractors have been so "injured" by the parcel post business—overloaded and swamped—that they are refusing to renew contracts with the government. Routes paying \$300 and \$400 a year cannot now be let at less than \$5,000 and \$7,000.

—Patrolmen were called to the northeast corners of Powell and Filbert streets, June 22, and discovered a fire that was declared to be of incendiary origin. The blaze, which was quickly extinguished, had been started with a pile of papers in the basement of a saloon conducted by John Flavilla. A woman says she saw a man running from the building a few moments after she discovered the place was afire. Flavilla informed the police that a week before a similar attempt was made to burn his place.

—The New York state compensation fund rates are about 9 percent less than those of the liability companies. The minimum premium is \$5.

—The Fidelity & Casualty is writing an extra amount of business this month, in honor of Vice-President Woodward, who heads the company's accident department.

—Clarence F. Lowe, manager of the Southern department of the Liverpool & London & Globe at New Orleans, is the new president of the Southeastern Underwriters Association.

—Personal.—New Orleans fire insurance men have had and are having the "glad hand" extended to Thos. H. Anderson, who is once more "on the old camp grounds" arranging his personal affairs ere he takes his permanent departure for his new field of useful activity in San Francisco. "Tom" will find it harder to leave and his friends will experience a greater tug to let him go now that they know it is "for keeps."—The Vindicator.

OPPORTUNITY FOR GOOD LIFE AGENT

One of the leading Pacific Coast Agencies has exceptional opportunity for a trained fieldman of good producing ability. Must be large personal producer with ability to train other men.

Inquiries addressed to the Editor of the Coast Review will be treated confidentially, and divulged to no one except intended employer.

Passed the 25,000,000 Premium Post

Last year for the first time the total premiums of the Liverpool & London & Globe exceeded \$25,000,000.

Applies for a Receiver

An application has been made for a receiver for the First National Fire of Washington. The applicant says he believes the company is solvent.—Later: The application was denied by the Washington court.

Another Agency Convention for San Francisco

The agency convention of the Great Western Accident Association of Des Moines, Iowa, will be held in San Francisco on or about May 1, 1915, and from the way the agency force is responding in increased business as a result of the trip offered, it is expected that fully 300 members will attend.

Insurance Commissioner E. C. Cooper will not succeed himself. On July 1 he succeeds General A. Chaffee as president of the Great Republic Life of Los Angeles.

William Sexton has returned from an automobile trip to San Diego and back. It was a pleasure jaunt. Time taken, twenty-seven days. Mr. Sexton was accompanied by his two daughters and a grandchild. He went south through the San Joaquin valley and came north via the coast road, and found cool weather everywhere.

Chapman & Nauman may not accept the general agency of the Northwestern F. & M., another company having been offered them, for Board membership.

The excavation work for the Fireman's Fund's new building is about completed. The superficial area now looms large and realizable.

The Home's San Francisco office is now at 333 California street, a number easily remembered.

Among the paper-readers of the recent meeting of the Actuarial Society of America was Albert H. Mowbray of San Francisco.

Mutuals Subject to Income Tax

The federal treasury department has ruled that farmers' fire mutuals and other co-operative organizations are subject to the income tax.

Mutual Life Convention in San Francisco in 1915

At the recent meeting of the Mutual Life Field Club it was decided to organize a \$200,000 club for 1915, with a trip to the Panama-Pacific Exposition as a reward for winning a membership.

Napa, Cal., will soon vote on bonds to buy a motor fire engine and a hose cart to cost \$12,000.

A fight is on for control of the First National and the Commercial of Washington.

As long expected, the Board of Fire Underwriters of the Pacific has passed a rule limiting annex agencies to two in any one town. The only underwriters' agency having membership in the Board is the New York Underwriters.

Mr. Hart of the Industrial Accident Board, formerly manager of the Massachusetts Bonding Company at Los Angeles, died suddenly Saturday.

Henry L. Riseley, of Bristol, England, a very prominent insurance underwriter, passed through San Francisco, Saturday, enroute home from Australia. He will probably bring a good sized delegation of insurance men to the World's Insurance Congress in 1915.

Ambrose B. Ernst, of the Washington Industrial Accident Commission, is at the Hotel Argonaut.

Congress of Insurance Meeting, Los Angeles, June 25.—Introductory address, by Hon. H. H. Rose, mayor; addresses by Louis M. Cole, president Chamber of Commerce; Willard Done, insurance commissioner state of Utah; Willis H. Booth, vice-president Security Trust and Savings Bank; W. L. Hathaway, commissioner for the World's Insurance Congress; E. C. Cooper, insurance commissioner state of California.

SURETY

The liability of the bonding companies for the failure of the Lorimer banks in Chicago is as follows:

- American Fidelity Company, \$75,000.
- Chicago Bonding & Surety Company, \$50,000.
- Equitable Surety Company of St. Louis, \$25,000.
- Globe Indemnity Company, \$125,000.
- Illinois Surety Company; \$150,000.
- Massachusetts Bonding & Insurance Company, \$100,000.
- New England Casualty Company, \$40,000.
- National Surety Company, \$305,000.
- Southern Surety Company, \$100,000.
- United States Fidelity & Guarantee Company, \$100,000.

GENERAL

Dr. Louis I. Dublin, Ph. D., statistician of the Metropolitan Life Insurance

Company, gave an address before a meeting of the Association of Life Insurance Presidents in New York City, recently, on "The Reporting of Disease—the Next Step in Life Conservation." He suggested that the association supplement its campaign for vital statistics registration laws by aiding in the movement for a comprehensive system of reporting cases of sickness throughout the different states. It was pointed out that illness in this country is causing enormous economic losses, amounting to several hundred million dollars annually, according to expert authority. Much of this illness is needless, it is claimed, and the first step in prevention must be accurate knowledge as to the occurrence of sickness.

The New Amsterdam Casualty will increase its capital to \$500,000.

"Hitch Your Wagon to a Star"



Organized 1868

Translated from Emerson to insurance language
means, tie up with

A Prosperous and Progressive Company

Year	New Life Insurance	Total Life Insurance	Accident Premium Collections	Cash Income	Admitted Assets	Actual to Expected Mortality	Average Interest Earned
1908—	\$17,820,609	\$100,593,679	\$ 835,181	\$5,633,124	\$16,100,073	58.96 %	5.16 %
1909—	18,232,323	107,245,105	1,007,370	6,164,528	18,429,204	53.50 "	5.24 "
1910—	17,986,641	113,882,634	1,276,820	6,750,765	20,765,188	63.90 "	5.65 "
1911—	19,702,114	122,514,447	1,515,622	7,445,494	23,363,286	56.85 "	5.81 "
1912—	22,378,787	133,309,014	1,739,392	8,199,096	26,243,005	62.28 "	6.05 "
1913—	24,088,667	145,040,193	1,944,836	9,079,865	29,338,151	66.47 "	6.15 "

HOME OFFICE, LOS ANGELES, CALIFORNIA

Queen

Insurance Company
Of America, N. Y.

NET ASSETS, (JAN. 1, 1914) . \$9,980,013.15

NET SURPLUS, " . 3,961,146.00

E. F. BEDDALL

N. S. BARTOW

GEO. W. BURCHELL

President

Secretary

Vice-President

Gross Assets ^{JAN. 1} 1913 \$104,642,884

Exclusively Fire Assets 46,944,394

Net Surplus - - 17,684,610

Losses Paid - - 247,700,319

Transacts Largest FIRE Insurance Business of any Company in the World

GEO. CHAPPELL, Manager

J. J. ATKINSON, Sub-Manager

LIVERPOOL, ENGLAND



DEPARTMENT OFFICES: Boston, New York, Chicago, Atlanta
San Francisco, Montreal.  Agencies in all principal Cities and Towns

ROLLA V. WATT, Pacific Coast Manager

JOHN T. FOGARTY, Assistant Manager

FREDERICK B. KELLAM, Branch Secretary

ROYAL INSURANCE BUILDING, SAN FRANCISCO

SPECIAL AGENTS: Frank M. Gilcrest, H. R. Burke, J. K. Urmston
J. B. Walden, D. L. Stewart, C. D. Gabrielson, E. P. Eldred,
J. H. Banks, F. J. Perry, J. T. O'Brien, R. S. Folger, Matt B.
Evans, C. A. Luhrs (automobile).

THE following course of lectures will be delivered in the Board Rooms of the Merchants' Exchange Building, San Francisco, to the active and associate members of the Fire Underwriters' Association of the Pacific, under the auspices of the Library Committee.

The lectures will be as follows:

1.—May	11	Schedule Rating,	-	-	-	W. S. DuVal
2.—May	25	Policy Forms and Clauses,	-	-	-	T. H. Williams
3.—June	8	Classification and Lines,	-	-	-	W. H. Gibbons
4.—June	22	California Standard Policy,	-	-	-	H. W. Thornton
5.—July	6	General Accounting,	-	-	-	S. H. Perkins
6.—July	20	Correspondence,	-	-	-	R. W. Osborn
7.—August	3	Endorsements,	-	-	-	F. B. Kellam
8.—August	17	Reinsurance,	-	-	-	H. P. Blanchard
9.—August	31	Agency Methods,	-	-	-	Geo. O. Smith
10.—Sept.	14	Contribution and Apportionment,	-	-	-	A. W. Thornton
11.—Sept.	28	California Insurance Code,	-	-	-	T. C. Coogan
12.—Oct.	12	Inspections, Special Hazards,	-	-	-	Geo. N. Robertson
13.—Oct.	26	Annual Statements Insurance Reserve,	-	-	-	Geo. O. Hoadley

Fire and Automobile Insurance

American of Newark

Chartered in 1846

Capital Stock	-	-	-	\$1,000,000.00
Liabilities	-	-	-	5,452,043.92
Special Reserve Fund	-	-	-	300,000.00
Net Surplus	-	-	-	3,252,859.29
Total Assets	-	-	-	\$10,004,903.21

Pacific Branch Office, San Francisco, Cal.

GEORGE O. HOADLEY, Manager

Thos. H. Williams, Asst. Mgr.

LIABILITY

An Eastern company proposed that, when claims occur under its compensation policies involving total permanent disability or death, the amount of compensation to be paid the injured workmen, in the event of death, the amount annually due his dependents, will be insured with the company's life department under the annuity plan. By this arrangement the liability department will pay the life department the sum necessary to procure the annuity equal to the compensation to which the claimant would be entitled under the law, and thereby relieve the liability department of further obligation.

FIRE

South Fort George (B. C.), June 5.—Fire, which threatened at one time to destroy the town, broke out here early this morning in a store and two persons lost their lives.

Stockton, Cal.—The White House Dept. Store is an involuntary bankrupt.

Merced, Cal., June 16.—Fire destroyed the Lewis building, a 2-story frame in the business section. Loss \$14,000.

Schneider Outfitting Co., store, 1106 (Dupont) Grant ave., San Francisco, June 3, 1914. Explosion of gasoline.

I. Magnin, sw cor Geary and Grant ave., June 5, 1914. Ladies and children's wear. Started in basement, supposed cause, spon. comb.

Lodi, Cal., June 5. — Dr. C. B. Tenyson's fine dwg.

Portland Fire

Portland (Ore.), June 3.—Fire destroyed the factory of the Northwest Sash and Door Company, on the east side harbor front, late today. Three

laborers who were cut off from escape shoreward leaped into the river and were drowned.

The fire which destroyed the plant of the Northwest Door Co. spread to the Irving dock and destroyed more than forty dwellings, within a mile of the river front, June 3.

Oakland, Cal., June 22, 1 a. m.—Melrose Lumber & Supply Co. yards at 1257 Forty-sixth avenue. General alarm. Distance from main town so far that fire gained overwhelming headway before the engines arrived in effective number. Whole district threatened.

Klamath Falls (Or.)—A fire supposedly due to sparks, destroyed the plant of the Pelican Bay Lumber Company at Shippington, Or., June 22. The loss amounted to \$80,000.

San Francisco's little mayor is playing the game of politics in the fire department.

Home Catches Fire; Reports Big Theft of Insured Jewelry

Fire said to have been caused by an exploding gasoline lamp caused \$500 damage in the residence of Maurice Rosenberg, a retired pawnbroker, 5004 California street, at 9:30 o'clock p. m. June 4. Rosenberg reported to the police that at 6:30 o'clock the same evening burglars had entered his home and stolen jewelry valued at \$2297. It appears that Rosenberg made no report of the jewelry theft at the time of the fire. It was also ascertained, the police say, that a few days ago Rosenberg applied for burglary insurance. When questioned by the police he said that the fire had destroyed the list enumerating the individual pieces of jewelry which he says were stolen.

Lumber Standardization

Standardization of timber products is being considered by leading lumbermen. At present building lumber is graded more on its defects than on its qualities. It is planned to grade not upon the number of knots but upon the strength of the material. A commission appointed by the American Society for Testing Materials, acting in co-operation with lumber producers, is considering the formulation of standard specifications for structural timbers to be based upon quality. In addition the Associated Factory Mutual Fire insurance companies of Boston, which have risks in the amount of \$2,600,000,000 on 3,000 plants, are likewise contemplating the standardization of timber products?

In applying scientific grading it is proposed that grades shall be based on strength and durability, which are to be measured in terms of density, resinous content, spring content and other physical properties. Two methods have been considered. One is the measurement of the rings to determine the percentage of light spring growth wood to the harder growth. In some woods the light growth made during the sap season may be 60 to 70 per cent or even higher, while in other woods the more durable resinous growth made during the rest of the year may stand in greater proportion. Instead of grading for durability, according to the density of the wood, grading is now done according to the defects—the number of knots. The second method of ascertaining durability is by means of samples bored from the timber, then dried. From these samples the specific gravity of the timber can be determined. As strength depends upon density the structural value can readily be found.

Giant Liner Runs Wild

New York, May 21.—The Hamburg-

American liner *Vaderland*, the world's biggest steamer, drifted helpless for an hour today in the New York harbor, checking traffic, imperiling scores of ships and menacing lives. The *Vaderland* broke from convoying tugs, at the end of her maiden voyage. For more than a mile the 58,000 ton craft bumped and swayed, swept down stream by a strong ebb tide. The helpless liner was finally captured by the tugs, broadside off the Battery, and towed to her dock. On the last day of her run from Hamburg the *Vaderland* made 594 miles, the average speed an hour being 23.9 knots—about 28 miles. With a commodore, four captains and a crew of 1,234, the *Vaderland* is 950 feet long and has a beam of 100 feet.

First Panama Canal Cargo

New York, May 27.—The steamer *Colon*, from Christobal, today brought the first freight that came through the Panama canal.

When Widow is Not a Dependent

Boston, May 30.—The supreme court has decided that a wife living apart from a husband who met death in an accident was not a "dependent" within the meaning of the workmen's compensation act, and was not entitled to receive benefits under that law. The decision reversed the ruling of the industrial accident board.

George Washington's pistols have been sold. They are 15 inches long. He didn't need them any longer.

San Juan county, New Mex., has voted to go "dry."

—Wanted: to purchase a local Fire Insurance Agency in southern California. State full particulars and price in first letter. Write to Editor Coast Review, Merchants Exchange, San Francisco.



Main Offices
56 Cedar Street

ORGANIZED
APRIL 13th, 1853

THE HOME Insurance Company NEW YORK

**ELBRIDGE G. SNOW,
President**

The completion of SIXTY YEARS finds THE HOME in the premier position among the Insurance Companies of the world not only in respect of FIRE ASSETS and SURPLUS to POLICY-HOLDERS—but with an unexcelled record for fair dealing in every emergency as well as in ordinary routine—with an unsurpassed equipment, and with the ability as well as the readiness to serve the public, its agents and brokers.

Horse - Drawn Trucks Cheaper Than Autos

The Rider and Driver publishes 28 answers from team-owners of Philadelphia as to their experience with auto-trucks compared with horses. All are to the effect that the autos are much more expensive than horses and not so reliable. Autos are no good in snow. Here are some extracts: "No trouble with the horses; all sorts of trouble with the autos; bought more horses today." "Most of our twenty autos out of repair." "Many trucks have to be unloaded and towed home." "Had three trucks but found them so misrepresented and undependable that we returned them." "Have only one truck. Trouble and expense. Would that it would jump overboard or burn up." "Won't have any trucks; saw too many good fellows go broke trying to keep them up." "Cost much more to operate than horses." The Adams Express Co. wrote: "The auto delivery is much more expensive than the horse-drawn vehicles."

Largest Ferry Boat

The Contra Costa, the largest ferry-boat in the world, was launched last week. The big ferry steamer will ply between Port Costa and Benicia to supplement the service of the steamer Solano. The following figures give some idea of the vessel's great size: Length over guards, 433 feet 4 inches; length over transom, 420 feet. Its beam molded is 66 feet 6 inches; depth molded, 19 feet 5 inches; depth amidships, 19 feet 9 inches. It will carry four train tracks, with a capacity of thirty-six freight cars and two engines or twenty-four passenger cars and two engines. For safety there are fourteen bulk-heads, any one of which might be punctured without sinking the vessel.

Two million board feet of lumber, thirty spikes, seventy-six tons round iron and 16,000 trenails entered into its building. There are single timbers measuring 26 inches by 66 feet and others 18 inches by 116 feet. Two sets of engines propel a paddle wheel on each side so that the boat can be swung around on its own length in case of need by reversing one wheel while the other is whirling forward. The steamer burns oil and is lighted by electricity.

F-Rays to Prevent Ship Collisions

Florence, Italy, May 31.—Signor Ulivi, discoverer of the A and M rays, says collisions between vessels on account of fog can be made impossible by his F-rays. He claims that a ship equipped with his apparatus can determine the direction and distance within thirteen miles of another ship, although the latter be invisible.

Marine Claim.—Because of delay caused by the stranding of the str Pleiades the Trojan Powder Co. is suing the insurer, the Fireman's Fund, for \$4,000 alleged damages caused by the delay in the delivery of powder. The suit is in the federal court in San Francisco.

U. S. Manager Appleton of the Employers' Liability is in Europe.

Fire, lightning and tornado losses are increasing in a disturbing degree in the Middle West.

The obnoxious Kentucky law, forcing companies to cease writing, has been declared unconstitutional. There will be no appeal, the companies have resumed business.

UNUSUAL ACCIDENTS

A FLY stung a horse, which turned its head so quickly that it struck to the sidewalk a man standing near. The fall broke the man's leg. The horse's head struck the unlucky man full in the face. The man was standing on the sidewalk in front of his home, in San Francisco. It is such an accident that proves the liability of anybody to serious disability.

A SAN FRANCISCO young lady drove her new automobile into the garage—grazing the doorjamb. Instinctively she thrust out her hand to save the machine—and broke both bones of the wrist.

AN EASTERN man while in bed accidentally thrust his head between two brass bars. Struggling to free himself he abraded his neck, and later died from blood poisoning.

LOW SURETY RATES FOR POSTAL EMPLOYEES

IN REGARD to the allegation, that premiums are excessive, it is only necessary to consider for a moment the premium charges made by the surety companies for bonds of postal employees. The rates which the post office department is now getting from surety companies are the lowest in the world. The present rates for postmasters, assistant postmasters and superintendents are only \$1 per thousand per annum. For postal clerks and employees the rates are 50 cents per thousand per annum. For railway mail clerks they are only 50 cents per thousand per annum. For city letter carriers they are only 50 cents per thousand per annum. For rural letter carriers they are only \$1 per thousand per annum. A city letter carrier is required to give a bond of \$1,000; this costs him only 50 cents a year. A railway mail clerk is required to give a bond of \$1,000; this costs him but 50 cents a year. A rural letter carrier is required to give a bond of \$500; this costs him but 50 cents a year. The premium charge on the bond of a fourth-class postmaster is \$2 per year. In these cases, if a fourth-class postmaster defaults, the surety is required to take charge of and run his office until an assistant is appointed who qualifies. It is hard to understand in what manner the present bonds give inadequate protection to the government. The bond forms are prescribed by the government and the conditions thereof are as broad as they can be made, inasmuch as they cover the faithful performance of the duties of his office by the employee, and any failure growing out of the neglect to faithfully perform the duties of his office by a postal employee will create a liability on his bond. Under the proposed postoffice scheme no form of bond could be created that would give the government any greater protection than the present form. If this scheme is put into operation, the regulations will probably require that all postal employees go into the guaranty fund. At the present time the postal employees have the option of giving a personal bond which does not cost them anything, or give a bond with corporate surety, the charge upon which is very low.

Burning of House Affects Contract Sale

Bakersfield, June 6.—You can't make a man buy a house after it burns down, according to a decision by Judge Farmer here in giving the plaintiff, O. J. La Chance, judgment against C. D. Brown and Earl Howard for \$441. The question was whether the purchaser in a contract for the sale of a house and lot is required to complete the contract in case the building burns down meantime. The decision holds that the destruction of the building materially affects the consideration for the contract, and the latter cannot be enforced.

The decision declaring the ridiculous Kentucky rating law unconstitutional will be appealed by the fire companies in order to have it confirmed by the state supreme court.

President Lermitt of the Western Union is in Europe.

Oakland, June 5.—Mrs. Jas. Rucker, keeper of a lodging-house at 378 Eleventh street, was carried out of the hallway partially unconscious from smoke and heat in a fire that for a time threatened the building this morning. Mrs. Rucker went through the halls warning the lodgers to escape to the street until overcome. She was found by firemen.

R. S. Odell, on the retired list of the Fidelity-Phenix, died June 15, after the amputation of his leg, while under an anæsthetic in a Chicago hospital.

The Illinois Surety has cut its capital in two.

The Maryland Casualty is paying reduced commissions on its new policy.

Fire

Automobile

Marine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	59,256,504
Total Liabilities, including re-insurance reserve	49,292,061
Cash Surplus to Policyholders	9,964,423
Total Amount of Claims Paid	186,673,461

Assets in United States Held by Trustees, \$7,643,751

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE

558 Sacramento St.

San Francisco

E. T. NIEBLING, Manager

R. C. MEDCRAFT, Assistant Manager

The Pioneer German Fire Insurance Company in America



Hamburg-Bremen
Fire Insurance Company

HAMBURG, GERMANY

Organized in 1854

Entered United States in 1858

Total Losses Paid in the United States, \$27,000,000

United States Branch : 123 William Street, - NEW YORK

H. N. KELSEY, Manager

Western Department: Insurance Exchange, - - CHICAGO, ILL.

CONRAD WITKOWSKY, General Agent

Pacific Department: 340 California Street, - SAN FRANCISCO, CAL.

MACDONALD & MILES, General Agents

AGENTS WANTED IN UNREPRESENTED POINTS

CONNETICUT MUTUAL LIFE INSURANCE COMPANY

President JOHN M. TAYLOR, Hartford, Conn.

Insurance in force, 91663 Policies for - \$218,304,660

WHAT NO OTHER COMPANY HAS DONE

To repay to its Policyholders in Death Claims, Endowments, Dividends, Surrender Values, Annuities and other credits more than they have paid to it in premiums. It stands alone in that result.

Total Premiums received, Dec. 1, 1846, to Dec. 31, 1913	- - - -	\$287,442,080.61
Total returned to Policyholders, as above noted, in same period	- - - -	296,862,956.74
Excess of amount returned	- - - -	9,420,876.13

PACIFIC COAST DEPARTMENT

WILLIAMSBURGH CITY FIRE INS. CO.

Organized 1853

MERCHANTS FIRE ASSURANCE CORPORA'N

Organized 1910

NEW BRUNSWICK FIRE INSURANCE CO.

Organized 1826

NORTH RIVER INSURANCE CO.

Organized 1822

UNITED STATES FIRE INSURANCE COMPANY Organized 1824

WM. W. ALVERSON, Manager

374 Pine Street, - - San Francisco, California

FIRE and AUTOMOBILE INSURANCE

AMPLE FACILITIES for Handling Large Lines. AGENTS WANTED in California, Oregon, Washington, Idaho, Montana, Arizona

Wise old Philadelphia adheres to its dollar limit of local taxation, and is therefore one of the great manufacturing cities of the world. It is not merely a sheep clodings factory town. But silly San Francisco, locked in the vise of vicious labor unionism, and ruled by small men, is defying the dollar limit law under a pretense of an emergency created by the fire of 1906. Local taxes are \$2.34 and will increase to \$2.40 or more. Only the big fair keeps bond-ridden, politics-cursed, labor union mad San Francisco prosperous.

Agents Do Well who Represent the
SAN FRANCISCO LIFE INSURANCE COMPANY

**Experienced Life Insurance Men
 and Successful Business Men Direct its Affairs**

Business and Resources are Increasing. Interest Earnings are
 6.30 per cent. Low Mortality Experience Shows
 Good Class of Policyholders.

Home Office: 57 POST ST. San Francisco, Cal.

GERMANIA

**FIRE INSURANCE COMPANY,
 NEW YORK.**

ORGANIZED 1859.

Statement, January 1, 1914.

Cash Capital, - - -	\$1,000,000 00
Assets, - - - - -	7,260,197 27
Net Surplus, - - -	2,596,266 99
Surplus for Policyholders	3,596,266 99

HEAD OFFICE

Cor. William and Cedar Sts.

San Francisco has two evening papers, the Bulletin and the News, which keep up a circulation for department store advertisers by favoring socialism, singletaxism, iwwism, and other anarchisms. The News, owned by a 20-millionaire, recently referred to the Oregon minimum women wage law

test case as follows: "Let us see if the U. S. supreme court will give us justice by promptly (ahead of previously submitted cases) rendering a decision. The nine judges of that court are well paid and irresponsible, and that court has been earning the disrespect of the people by its laziness and its delays quite as much as by the character of its decisions." It is such loose, vicious comment as this, addressed to ignorant readers, that undermines law and order and substitutes anarchy and "the man on horseback." Who is the more guilty—the rich owner of the paper or its rich advertisers?

Gold is beginning to leave U. S.

American beet sugar will soon be a thing of the past, it is said.

We read in an English paper that it is the custom to pay stockbrokers as high as \$1,250 for the use of their names on prospectuses merely as brokers.

The sixth annual session of the American Institute of Actuaries was held in Chicago last week. One speaker proved that many corporation employees' pension funds were inadequate and therefore insolvent.

Caledonian Insurance Company, of Scotland

FOUNDED 1805

"THE OLDEST SCOTTISH INSURANCE OFFICE."

UNITED STATES HEAD OFFICE: Caledonian Building, 50-52 Pine St., New York
CHAS. H. POST, U. S. Mgr. R. C. CHRISTOPHER, Asst. U. S. Mgr.

CALEDONIAN AMERICAN Insurance Company THE SCOTCH UNDERWRITERS

PACIFIC COAST DEPARTMENT: San Francisco, Cal., 430 California Street
A. C. OLDS, Manager Balfour, Guthrie & Co., Directors

FIELD REPRESENTATIVES:

CHAS. A. COLVIN, Supt. of Agencies, Portland, Or. WARREN CAMPBELL, Special Agt, Los Angeles
ED. E. PANABAKER, Special Agt, Sacramento, Cal. PAUL ST. JOHN, Special Agent, San Francisco

Pacific Surety Company

OF SAN FRANCISCO, CALIFORNIA

*Accident and Health
Plate Glass*

*Employers' Liability
Workmen's Compensation*

INSURANCE THAT INSURES

C. H. CRAWFORD,
PRESIDENT

ESTABLISHED
1885

THE LONDON ASSURANCE CORPORATION

OF LONDON

Cash Assets, . . . \$24,899,825.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS — C. W. ROHRER, Los Angeles, Cal.; ROD E. SMITH, Portland, Oregon;
T. S. HEATH, Denver; J. E. JOHNSON, Spokane; P. R. WEINMANN, B. L. PENFIELD, San Francisco.
PERCY J. PERRY, Seattle.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. HACKETT, Supt. of Agents

Pacific Branch—Southeast corner Sansome and Pine Sts., San Francisco

June 18, Rough Notes appeared with a lot of news. Next day the Chicago Record appeared with the same "news."

The Standard Accident took over the Pacific Surety business in Illinois, except the liability and workmen's compensation, which was canceled and in-

sured in the Union of Philadelphia.

Denver.—E. M. Brewster of the Rocky Mountain Association has become state agent for the Philadelphia Underwriters Agency for Colorado, Wyoming and New Mexico.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . . \$25,000,000.00

ASSETS IN UNITED STATES, \$2,826,707.00

Office : **430** California Street, San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

BEGORRAH!—"What name are you calling?" asked the telephone-girl over the wire.

"McCohan," the customer answered.

"I beg pardon?" asked the girl.

The man repeated it.

The wire was silent for a moment, then the girl said: "Wait a moment, please. I think the wires are crossed."—Ladies' Home Journal.

THE BITUMINOUS carpets, using California asphaltic oil, on 90 percent of the state highway work already done are far superior to the tar and screening carpets of the East. They are also far superior to the bituminous carpets usually applied to the macadam roads in the East. California started late with its state highways. Its people, with the changed conditions of traffic brought about by the automobile, are demanding what to all intents and purposes is city street work out in the country.

ONE HUNDRED AND FOUR YEARS OLD

North British & Mercantile

Insurance Company

Of London and Edinburgh

Pacific Department of the United States Branch, 76 William St., New York City

ASSETS OF THE UNITED STATES BRANCH
(which are but a small part of total fire assets of the Co.)**\$9,139,794.00****E. G. RICHARDS, Manager****W. S. BERDAN, Deputy Asst. Manager****GEORGE M. WARD, Resident Sec'y Local Dept.**

234 Pine Street, San Francisco, California.

Field Representatives—E. J. Young, 201 American Bank Bldg, Seattle, Wash.; P. W. Gedney, 504 Empire State Bldg., Spokane, Wash.; E. C. Willey, 1645 Tremont St., Denver, Colo.; C. Harris, 515 Title Ins. Bldg., Los Angeles; H. E. Smith, 224 Henry Bldg., Portland, Or.; G. W. Dearborn, F. J. Schoeneman, C. F. Milliman, San Francisco.

AGENTS WANTED

Every Company that advertises wants Permanent Agents. Have you any business? Are you about to change companies? Are you newly engaged in Insurance? Do you intend to go into the business?

THEN

Hustle! Get busy! Write to our Advertisers. Don't be verbose nor uncertain. Don't write from Los Angeles or Portland or Seattle and ask some big company, Are you represented here? Of course the company is represented there. Probably it is represented everywhere. But it may be contemplating a change, or its present agent may be flirting with the special of another company.

It Will Do No Harm

to get on the waiting list. It is legitimate for you to write modestly, "Consider me an applicant if you want another agent here." "I control \$—— in premiums." "My business is chiefly ——." "I want a company, and if you are unrepresented in this town or contemplate a change of representation let me submit particulars to you."

If you can write some life or accident business on the side or exclusively, the live companies which advertise are

Looking For You

They will give you the glad hand and the warm eye. They will pay you a handsome commission, too.

Scottish Union and National

**Insurance Company
Of Great Britain.**

Organized 1824,

North American Branch:

Hartford, Conn.**JAMES H. BREWSTER
MANAGER.**

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.JOHN M. HOPKINS, State Agent,
JOHN L. REAMS, Special Agent,
706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,H. C. EDMUNDSON, Realty Building,
Spokane, Wash.,
Montana and IdahoH. W. FORES, San Francisco, Cal.,
General Agent, California, Nevada, Arizona.**SAN FRANCISCO OFFICE:
409 California Street**

Promoters.—The Chicago Herald is firing point blank at Donald MacGregor, C. J. Stacey and H. G. Crumpton of Vancouver, B. C.—all in the Winch bldg.—with "rising" stocks for which no market can be found.

Wooden porches in the rear caused the destruction of seven brick store-dwellings in Chicago.

In fourteen months the Baldwin locomotive factory has "laid off" many more than half its workmen.

ROME, May 15.—Italy's governmental monopoly of life insurance, created at the instance of the socialists in parliament, has just completed its first year of business. Although Italian government employees can only be required to work seven hours a day, the new department of life insurance has done such an immense business that the entire personnel has now been working 10 hours a day, Sundays included, for seven months and with no immediate prospects of being able to go back to the seven hour day. More than \$220,000,000 worth of business has been done during the year, including that taken over at the beginning of 24 private companies which the government monopoly put out of business.

Freight for San Francisco now passes through Oakland and across a bridge over the lower bay direct to the city from the East and North and South.

GOOD AGENTS WANTED

THE

West Coast Life Insurance Co.

Home Office: West Coast Life Building, Northwest Corner
Pine and Leidesdorff Streets, San Francisco

ORIGINAL AND ATTRACTIVE
ORDINARY AND INDUSTRIAL

Policies Which Meet With Instant Favor

OFFICERS— THOS. L. MILLER, *President*
C. O. G. MILLER, *Vice-President*
JULIAN SONNTAG, *second Vice-President*
WILLIAM C. HAMMOND, *Secretary*

Health and Accident Insurance

KIMBALL C. ATWOOD, *President*
WILFRID C. POTTER, *Secretary*

The Preferred
Accident Insurance Co.
OF NEW YORK.

Assets, January 1, 1914	\$2,981,585 43
Surplus and Reserve (including Capital) for the Protection of Policyholders	2,608,958 71
Claims Paid, Over	9,000,000 00
Voluntary Reserve for Contingencies	100,000 00

HEALTH AND ACCIDENT POLICIES

The Best Insurance for Business and Professional Men The Easiest Insurance for Agents to sell
Liberal Commissions and Renewal Contracts to Good Men

GEO. C. FARRELL, Manager Pacific Coast Dept.

456-457-458 Mills Building, San Francisco

American Central INSURANCE COMPANY
of St. Louis Established 1853
Assets, \$5,549,279 Surplus to Policyholders, \$2,410,275 Losses Paid, \$26,531,745

St. Paul F. & M. INSURANCE COMPANY
of St. Paul, Minn. Established 1865
Assets, \$8,785,319 Surplus to Policyholders, \$3,351,370 Losses Paid, \$44,006,102

LLOYDS PLATE GLASS INSURANCE COMPANY, NEW YORK

Mercantile F. & M. UNDERWRITERS of St. Louis
Assets, \$5,549,279
Surplus to Policyholders, 2,410,275

Minnesota UNDERWRITERS of St. Paul
Assets, \$8,785,319
Surplus to Policyholders, 3,351,370

TERRITORY—California, Oregon, Washington, Idaho, Montana, Utah, Nevada and Arizona

CHRISTENSEN & GOODWIN, Managers

Pacific Department:—235 to 241 SANSOME STREET, SAN FRANCISCO.

Fire Association

Organized 1817 Of PHILADELPHIA Began on Coast 1873

Paid \$1,835,930 San Francisco Conflagration Losses

Cash Capital,	-	\$ 750,000.00	Cash Assets,	-	\$9,154,808.16
Net Surplus,	-	2,558,864.84	Policyholders Surplus,	-	3,308,864.84

PHILADELPHIA UNDERWRITERS

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets,	-	\$26,907,330.00	Surplus to Policyholders,	-	\$12,185,135.00
Net Losses Paid in San Francisco in 1906,	-	-		-	\$5,064,178.03

FRANK M. AVERY, Manager California, Arizona and Nevada
Special Agents: T. F. O'GRADY, San Francisco; GEO. F. STANIFORD, Los Angeles
315 California Street, - - - San Francisco

**Coast Review 1913
INDEX**

Copies can be had by addressing the publisher
1103 Merchants Exchange Bldg.,
San Francisco

BOOK OF FORMS

This new Book of Forms is now under way. The Forms are those adapted to the Pacific Coast. The price will be \$1.50, or possibly less. Will be published by The Coast Review, San Francisco.

FIRE

Fire losses have recently increased about 10 percent.

Members of the Chicago Board of Underwriters decline to represent any company having more than three agencies in the city, including "annexes."

The deputy insurance superintendent of New York says fire underwriters are broad-minded men who seek to place the business on a high plane beyond criticism.

Pacific Department, Insurance Exchange, San Francisco

CONNECTICUT

FIRE INSURANCE CO.

OF

HARTFORD

ESTABLISHED 1850

BENJ. J. SMITH,
Manager

WESTCHESTER

FIRE INSURANCE CO.

OF

NEW YORK

ESTABLISHED 1837

GUY FRANCIS,
Asst. Manager

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by
the State of Massachusetts

Incorporated 1849

Total Assets \$ 10,943,902 88

Total Liabilities 8,612,529 02

Net Surplus 2,331,373 86

SURPLUS TO POLICYHOLDERS, \$4,331,373.86

NEWARK

Fire Ins. Co.

of Newark, N. J.

Oldest Fire Insurance Company Chartered by
the State of New Jersey

Incorporated 1811

Total Assets \$ 2,009,892 77

Total Liabilities 1,401,859 21

Net Surplus 608,036 56

SURPLUS TO POLICYHOLDERS, \$1,108,033.56

OFFICE: KOHL BUILDING,

Corner California and Montgomery Streets, San Francisco

GEORGE W. DORNIN, Manager **JOHN C. DORNIN, Asst. Manager**

SUPERINTENDENTS OF AGENCIES

J. F. R. WEBBER GEO. C. CODDING L. B. ROGERS J. E. CRANDALL C. H. ANDERSON
FRANK H. YOUNG H. K. NOURSE

Our advices are that Los Angeles and Salt Lake City are growing faster than ever.

THE FIDELITY & CASUALTY CO. OF NEW YORK

92 Liberty Street, New York, N. Y.

ANNUAL STATEMENT, DECEMBER 31, 1913

Assets	\$11,063,356 70
Liabilities	8,055,163 65
Capital	1,000,000 00
Surplus over all liabilities	2,008,193 05
Losses Paid to December 31, 1913	44,841,703 50

This company issues contracts as follows :

Fidelity Bonds; Surety Bonds; Accident, Health, and Disability Insurance; Burglary, Larceny, and Theft Insurance; Plate Glass Insurance; Liability Insurance; Employers, Public, Teams (Personal Injury and Property Damage). Automobile (Personal Injury, Property Damage and Collision), Physicians, Druggists, Owners and Landlords, Elevator, Workmen's Compensation; Steam-Boiler Insurance, Fly-Wheel Insurance.

Pacific Coast Department: { California—CHAS. J. BOSWORTH, General Agent, Merchants Exchange
San Francisco. Washington and Oregon—SEELEY & CO., 111 S. 10th
St., Tacoma; Coleman Bldg, Seattle; Board of Trade Bldg, Portland.

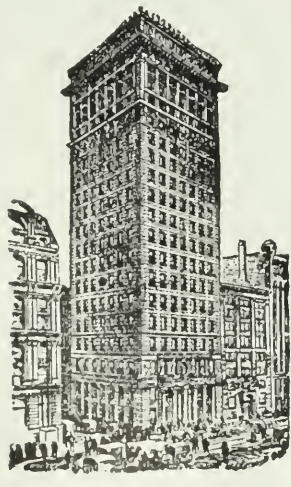


Prudential Policies Fit
the requirements of the insured
perfectly. They are modern in
every respect.

AGENTS WANTED

THE PRUDENTIAL INSURANCE CO. OF AMERICA

FORREST F. DRYDEN, President. Home Office, NEWARK, N. J.
Incorporated as a Stock Company by the state of New Jersey.



Prevent Losses through dishonesty. Our
special short form Insurance

Bond guarantees absolute protection.

American Surety Company OF NEW YORK
The Largest Surety Company in the World

RUDOLPH SPRECKELS, RESIDENT VICE-PRES.
JAMES K. LYNCH, RESIDENT VICE-PRES.
CHARLES A. SHURTLEFF, Counsel

R. D. WELDON, Manager, Pacific Coast District
Brewster Cameron, Jr., Acting Mgr. for Northern California and Nevada
Merchants National Bank Bldg. San Francisco. Telephone Kearny 1099

California's population is now estimated by the state authorities to be about 3,800,000. The urban population is increasing fast.

Let us know if your town is growing notably. Let us know if our Pacific Fire Chart underestimated your town population.

HOME LIFE INSURANCE COMPANY

OF NEW YORK

The fifty-fourth annual statement of the Home Life Insurance Company, of which George E. Ide is president, appears in the Herald's advertising columns this morning. It shows substantial progress along conservative lines. Assets increased during the year to more than \$29,000,000, after paying to policyholders nearly \$3,000,000, including \$540,000 in dividends. The insurance in force is more than \$116,000,000, being an increase during the year of nearly \$5,750,000.

—*New York Herald, January 22, 1914.*

For Agency apply to

GEO. W. MURRAY, Supt. of Agts.,

256 BROADWAY, NEW YORK, N. Y.

The FRANKFORT General Insurance Co.

Established 1865

Entered United States 1896

U. S. Department, 123 William St., New York, N. Y.

Workmen's Compensation
Workmen's Collective
Liability
Burglary
Personal Accident and Health
Industrial Accident and Health

Agents Wanted For Unoccupied Territory
Apply to New York office or to

WALTER A. CHOWEN,
Resident Secretary

340 Sansome Street San Francisco

Central California Agency
BEN LEONARD COMPANY
617 "J" St., Sacramento, Cal.

Southern California Agency
CONSOLIDATED AGENCY COMPANY
334 Central Building, Los Angeles, Cal.

AGENTS WANTED

To Solicit Subscriptions for The Coast Review, now in its 43d year. Good commissions. Sample Copies sent in advance. Will pay well any active man. Special offerings. Write Publisher for further particulars.

National Union Fire Insurance Company

of Pittsburg, Pa.

Cash Capital,	- - - - -	\$1,000,000.00
Surplus to Policyholders,	- - - - -	1,545,227.00
Assets,	- - - - -	4,136,638.00

METROPOLITAN DEPARTMENT
SAN FRANCISCO

604 Merchants Exchange Building

DIXWELL DAVENPORT, Manager

FIELD REPRESENTATIVES:

R. R. Roper, NORTHERN CALIFORNIA
604 Merchants Exchange Bldg, San Francisco

Wm. M. Stodghill, SOUTHERN CALIFORNIA
302 Stimson Building, Los Angeles, Cal.

GENERAL

Liverpool, May 30.—An inquiry is being conducted to determine the definition of a gentleman as contemplated by the workingmen's insurance act. The act says that any one who earns more than \$800 yearly and does no manual labor is a gentleman. This definition, simple enough on its face, has caused infinite dispute in shipping circles, and the Liverpool Steamship Owners' Association is trying to solve the question in the present inquiry, but it is likely that whatever the decision an appeal will be carried to the chancellor of the exchequer.

1792—FIRE INSURANCE

AUTOMOBILE INSURANCE—1914

Insurance Co. of North America

OF PHILADELPHIA

ASSETS, \$17,938,783.51

Alliance Insurance Company

OF PHILADELPHIA

ASSETS, \$ 2,288,274.81

PACIFIC COAST DEPARTMENT :

JAMES C. JOHNSTON, General Agent

J. K. HAMILTON, Asst. General Agent

Security Building, 343 Sansome St. SAN FRANCISCO

SPECIAL AGENTS

- | | |
|------------------------------|-------------------------------|
| A. C. WRIGHT, San Francisco | F. J. MAYER, San Francisco |
| W. F. KUHL, Los Angeles | G. F. GUERRAZ, Seattle, Wash. |
| M. H. REEVES, Spokane, Wash. | G. L. CAMP, Billings, Montana |

FIRE

The Anglo-American of Toronto has changed ownership.

Insurance Superintendent Potts of Illinois holds—

That the operation of annexes amounted to a partnership between corporations, which was not permitted by law.

That the agents of the underwriters violated the law by not taking out, as such, the usual licenses.

That the parent company of an annex did business under other than its true corporate name, which is contrary to the criminal law.

That there were numerous possibilities for deception in underwriters' policies.

That legally they are mere fictions, with no supervision or control over their operation, as contemplated by statute.

Winona, Wash., June 3. — Three warehouses, a grain elevator, lumber yard and r. r. prop. Loss \$45,000. (June 5, Seattle paper.)

Denver.—L. L. Lloyd has been appointed special for the Rochester-German Underwriters.

SURETY

President Joyce will ask insurance departments to examine surety companies to see if they are violating anti-discrimination laws as to rates or rebates.

Oklahoma will require fire and other companies to give surety bonds guaranteeing the payment of taxes and fees.

COMPENSATION

New York compensation rates will be based on the Massachusetts loss experience and a 33.3 percent expense ratio.

FIRE

Chicago.—Ralph E. Lidster has been appointed Western manager of the Phoenix of London, succeeding M. F. Driscoll, who retires on a pension.

At Dawson, Minn., some insurance companies have yielded to clamor and paid plate glass claims due to explosion and not to fire.

Sprinkler Failure.—At Nashville a sprinkler warehouse was in great danger because a dry pipe valve stuck. Four out of twelve sprinklers would not act. The fire was extinguished in time by the firemen.

LIFE

The Mutual Life Field Club held its annual meeting at Colorado Springs this week. A. P. Ballou of Chicago was elected president.

SURETY

The U. S. Fidelity and G. Co. is being sued by the town trustees of Albany, Cal., for \$5,000, a bond on a contractor who failed to build a railroad after receiving a franchise.

PLATE GLASS

Plate glass brokerage in New York is now 20 percent, with 25 to agents.

GOOD SERVICE is the foundation upon which to erect a successful business. Brief, liberal, clearly expressed policies, with guaranteed low cost, are serviceable alike to policyholders and agents.

For agencies address

THE COLUMBIAN NATIONAL LIFE
BOSTON, MASS.

ARTHUR E. CHILDS,
President

WM. C. JOHNSON,
Vice-President and Gen. Mgr.

ORGANIZED 1797

The Norwich Union Fire Insurance Society, Ltd.
Of Norwich, Eng.

ASSETS OVER \$10,000,000 LOSSES PAID OVER \$100,000,000

Northwestern Fire and Marine Insurance Co.,
Of Minneapolis, Minn.

Assets, - \$995,596 Capital, - \$300,000 Surplus, - \$334,591

PACIFIC DEPARTMENT

J. L. FULLER, Manager 332 Pine Street, **SAN FRANCISCO**

Pacific Coast Department

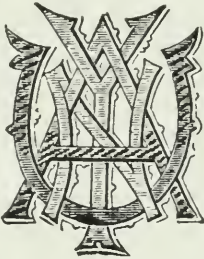
Aachen & Munich

Fire Insurance Company

430 California St., - - San Francisco, Cal.

A. C. OLDS, Manager

ARE YOU PLEASED?
IF NOT, SEE
US
POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
Occidental Life Insurance Co.
OF CALIFORNIA
"THE DURABLE"
THIRD FLOOR GROSSE BLDG. LOS ANGELES, CAL.



NEW YORK UNDERWRITERS AGENCY

Cash Assets January 1, 1914,	- - -	\$26,525,973.85
Net Surplus January 1, 1914,	- - -	8,048,522.13
Surplus to Policyholders January 1, 1914,	-	10,048,522.13
Losses Paid, Over	- - - -	167,060,500.00

H. R. MANN, Manager

F. M. BRANCH, H. R. MANN Jr., Assistant Managers

Pacific Department: 339-341 Sansome St., San Francisco

SPECIAL AGENTS AND ADJUSTERS:—V. H. QUITZOW, A. C. ANDERSON, SAN FRANCISCO, CAL.; A. E. BAILEY, SEATTLE, WASH.; H. HARRY SMITH, LOS ANGELES, CAL.; H. B. HAGEN, SPOKANE, WASH.

W. R. BROCK, President

W. B. MEIKLE, Vice-President and General Manager

BRITISH AMERICA ASSURANCE CO.
OF TORONTO (INCORPORATED 1833)
(FIRE)

United States Assets	\$1,889,181.35
Liabilities in United States	1,161,272.95
Surplus	\$727,908.40

MILLER, HENLEY & SCOTT,

129 Leidesdorff Street, - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

THE Mutual Provident Messenger prints an excellent "half-tone" of a Queensland small coral reef. The Great Barrier reef parallels the coast for a thousand miles. This enormous reef, we read, is formed of the hard covering of bodies of countless millions of dead coral polyps, the outer surface only being composed of living bodies.

FIRE**NIAGARA FIRE Insurance Company**

Assets, - \$6,916,921.00 Surplus to Policyholders, - \$3,503,411.00

DETROIT FIRE & MARINE Insurance Company

Assets, - \$2,278,039.00 Surplus to Policyholders, - \$1,574,706.00

NIAGARA - DETROIT UNDERWRITERS

Assets, - \$10,742,403.00 Surplus to Policyholders, - \$5,862,302.00

EDWIN PARRISH, Manager*Pacific Coast Department 334 Pine St., - San Francisco*

Fire companies have ceased writing in Sioux City, Ia., because of excessive losses. The fire marshal says the local agents are responsible, because they knowingly write bum risks and over-insure them too.

Good Territory**OPEN TO
RIGHT MEN**

—those who know how and can produce applications and settle policies
—always ready to negotiate with men of experience, energy and enthusiasm.

**UNION MUTUAL LIFE
Insurance Company**

PORTLAND, MAINE.

FRED E. RICHARDS, PresidentAddress ALBERT E. AWDE, Supt. of Agencies
7 W. Madison St., Chicago, Ill.**GEO. ELLIOTT HUNT, Manager**
Shreve Bldg., San FranciscoT. H. McAllis, Manager, Sherlock Bldg.,
Portland, Ore.P. B. Duren, Manager, Boston Block, Seattle,
Wash.The Western States Agency Co., Manager,
225 Foster Building, Denver, Col.

J. E. Evans, Manager, Vancouver, B. C.

Build Your Own Business

under our direct general agency contract. This is a liberal proposition for which men of ability can qualify. A few exceptional opportunities are open at present.

For particulars, address:

JOHN F. ROCHE, Vice-President**The Manhattan Life
Insurance Co.**

Organized 1850

66 Broadway, New York

LIFE

In 1871, twenty states levied no tax; now there is but one. In 1860 the tax was seventy cents on each \$100 of premiums; now it is \$2.06. In 1890 it was \$2,000,000; now over \$13,000,000, and this exclusive of the recent Federal burden put upon insurance by the last administration. American states tax life insurance just about the same amount that the German government contributes toward compulsory insurance.—Woods.

**NORTHERN
LIFE**

The Company with the ever-easy-to-sell
Combination Life, Accident and Health (3 in 1)
Policy—

Pays good, fair commissions—

Gives prompt and satisfactory service to both
policyholders and representatives

In short: A good, all-round, successful com-
pany; full of Life and Energy—The kind you
are glad to connect yourself with—

Write for information—
—No obligation incurred.

HOME OFFICE
SEATTLE
U. S. A.

W. R. BROCK, President.

W. B. MEIKLE, Vice President and General Manager

WESTERN ASSURANCE CO.
OF TORONTO (INCORPORATED 1851)

United States Assets	\$2,578,165.00
Liabilities in United States	1,524,276.00
Surplus	\$1,053,889.00

PACIFIC COAST DEPARTMENT

129 LEIDESDORFF STREET - - - SAN FRANCISCO

MILLER, SCOTT & HENLEY, Managers.

Total Assets Represented over \$20,000,000

Svea

Insurance Company
of Gothenburg

Agricultural

Insurance Company
Watertown, N. Y.

Globe & Rutgers Fire

Insurance Company
of New York

Hamilton Fire

Insurance Company
of New York

Globe Underwriters

of New York

EDWARD BROWN & SONS

General Agents Pacific Coast Department

202 - 204 Sansome St., San Francisco

22,000 EDITION

It Is for All Local Agents

10th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.50

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

Royal Exchange Assurance

OF LONDON

Incorporated by Royal Charter A. D. 1720

Total Assets Exceed \$32,000,000.00

A Successful Record of Nearly Two Hundred Years.

Losses Paid During That Time Exceed

\$225,000,000.00

United States Branch, 92 William St., New York City

R. D. HARVEY, United States Mgr.

LAWRENCE F. LAMPING, State Agent

For Oregon, Washington and Northern Idaho

310 BURKE BUILDING, SEATTLE

CANTON Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital paid up (Gold)	-	-	\$ 250,000 00
Cash Assets (Gold)	-	-	2,267,816 75
Net Surplus over Capital (Gold)			1,554,193 31
Bonds on deposit in the U. S.	-		225,000 00

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents

Since January, 1882

J. J. THEOBALD, Manager

320 California Street, San Francisco

[Babcock Building]

PHŒNIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

W. IRVING

General Agent for Pacific Coast

R. GALLEGOS

Assistant General Agent

343 SANSOME STREET

Security Building

(Entrance on Halleck Street)

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employes. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.

Royal Insurance Building

LIFE

Maj. Preston of the Travelers celebrated his 77th birthday last week. He has been with the company forty-eight years.

The U. S. & Dominion Life of Duluth, a company by politicians, has been placed in the hands of receivers.

The Metropolitan Life has lent \$800,000 for five years on the Investment building, at 8th and Broadway, Los Angeles.

It is asserted that the owners of the \$100,000 capital stock of the Equitable Life have a valid claim on a large part of that company's surplus. \$2,000,000 was paid for \$51,000 of the stock.

Bigger Policies

Before approaching a prospect on the subject on life insurance, I make it a point to find out about how large his income is and if there is any other insurance in force on his life. This information is sometimes hard to get, but when you have it, you have a powerful lever to work with.

You can now go to your man, if he has no other insurance, and say, "Mr. Jones, you are not carrying any insurance; you are making good money and could easily afford to carry \$5,000 with our company.

"I will take for granted that you are making \$2,000 a year. Five percent of your salary invested in life insurance (and I don't believe you would care to invest any less) at your age (32) will give you \$5,000 life insurance on the whole-life plan.

"Now, Mr. Jones, you know that there is no other way in the world that you can put up \$100 and create an estate of \$5,000, and you know it takes a mighty long time to save that amount. Just think this over for a few minutes, and of the fact that should you be taken

away your salary would stop—and life insurance is the only means to continue your salary after you are gone."

You will not always get Mr. Jones for \$5,000, but you will most likely get him for some amount, and his promise that in the near future he will give you his application for an additional amount.—Prudential Record.

Lloyds of London evade the high insurance taxes of the United States, and can therefore cut rates in cutthroat style.

"Here is the Answer;" in WEBSTER'S NEW INTERNATIONAL

THE MERRIAM WEBSTER

Every day in your talk and reading, at home, on the street car, in the office, shop and school you likely question the meaning of some *new* word. A friend asks: "What makes mortar harden?" You seek the location of *Loch Katrine* or the pronunciation of *fujutsu*. What is *white coal*? This New Creation answers all kinds of questions in Language, History, Biography, Fiction, Foreign Words, Trades, Arts and Sciences, *with final authority*.

400,000 Words.
6000 Illustrations.
Cost \$400,000.
2700 Pages.

The only dictionary with the *new divided page*,—characterized as "A Stroke of Genius."

India Paper Edition:

On thin, opaque, strong, India paper. What a satisfaction to own the *Merriam Webster* in a form so light and so convenient to use! One half the thickness and weight of Regular Edition.

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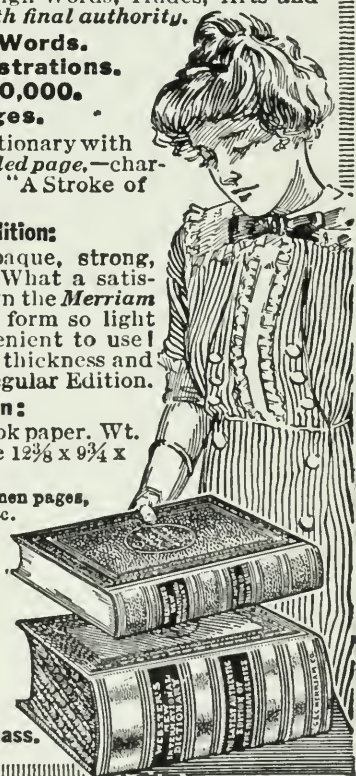
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Mention this publication and receive FREE a set of pocket maps.

**G. & C.
MERRIAM
CO.,**

Springfield, Mass.



ESTABLISHED 1873

Office of Edward E. Potter

General Agent

The first office to commence paying losses after the conflagration.

The first office to commence paying in full the face of the policies, without discount, for cash or exchange.

The only general agency that remained in San Francisco where its patrons suffered.

The only office that did not compel its patrons to go to the expense and trouble of going to Oakland for the adjustment of their claims.

The Edw. E. Potter General Agency commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
It Costs No More**

January 1, 1914

OLD AND
TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS TO POLICYHOLDERS	\$5,212,525 00
--------------------------	---	---	---	---	---	----------------

UNDIVIDED PROFITS	2,319,300 00
-------------------	---	---	---	---	---	--------------

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS TO POLICYHOLDERS	\$3,889,296 00
--------------------------	---	---	---	---	---	----------------

UNDIVIDED PROFITS	802,506 00
-------------------	---	---	---	---	---	------------

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS TO POLICYHOLDERS	\$1,893,309 00
--------------------------	---	---	---	---	---	----------------

UNDIVIDED PROFITS	432,560 00
-------------------	---	---	---	---	---	------------

EDWARD E. POTTER, General Agent

W. W. POTTER, Assistant General Agent

Potter Building, 578 Sacramento St.

San Francisco, Cal.

THE COAST REVIEW

INSURANCE

UNE

In its 43rd year

EXPOSITION NOTES

The Montana commission to the Panama-Pacific International Exposition has adopted a novel method of raising the funds for Montana's building and exhibit. Bronze souvenir medals bearing on the one side the seal of the state and on the other the Exposition seal have been struck off and are being sold at \$1.

The plans for the West Virginia building at the Panama-Pacific International Exposition have been approved and work has begun. It is designed according to the Southern colonial mansions, and a nine foot fire place will be one of the hospitable features.

The end of the construction period of the Panama-Pacific International Exposition is shown to be near by the fact that the period for the installation of exhibits has begun. The first exhibit was placed in the Palace of Machinery on May 27th with ceremony. The distinction of being the first has come to the Diesel engine. It will take many weeks to install it and the work of installation will cost \$700,000.

A branch of the United States Customs Service is being placed on the grounds of the Panama-Pacific International Exposition. Special arrangements have been made through Congress and the Treasury Department to exempt from duty all exhibits to be returned to the original shipping point. Exhibits which will be sold after the exposition or during the period will be forced to meet the usual tariffs.

Nine exhibit palaces of the Panama-Pacific International Exposition have been completed and accepted and the two others will be ready before July 1st. Those now completed are the Palaces of Machinery, Education, Food Products, Liberal Arts, Agriculture, Transportation, Mines, Manufactures and Varied Industries.

The largest flagpole in the world now towers high over the Exposition grounds. The pole is of Oregon fir and tops 222 feet above ground. The gilded star is 10 feet higher. The original log weighs 50 tons, and the flagpole weighs 35 tons.

The Exposition management blundered when it neglected to throw open the grounds to the public on Memorial Day, but it blundered still more when it invited the old soldiers with badges but refused to invite their ladies who are members of auxiliary societies and also wear badges. Many are going East to attend the annual encampment, where they can but now will not give great publicity to the Exposition and its present state of preparation.

POPULATION.—San Francisco claims a population of 560,582. Now let us hear from that other "largest city west of St. Louis."

STABILITY AND STRENGTH

RESOURCES OVER \$52,000,000.00

SUN INSURANCE OFFICE

OF LONDON

COLONIAL

FIRE UNDERWRITERS
AGENCY

MECHANICS & TRADERS

OF NEW ORLEANS

NATIONAL

OF HARTFORD

MICHIGAN

FIRE AND MARINE
OF DETROIT

SUN

UNDERWRITERS AGENCY
OF LONDON

PACIFIC DEPARTMENT

WILLARD O. WAYMAN---CARL A. HENRY

JOINT GENERAL AGENTS

FRANK E. STONE

MAXWELL H. THOMSON

ASSISTANT GENERAL AGENTS

Sansome and Sacramento Streets

San Francisco, Calif.

Branch Offices: Los Angeles, Cal., Portland, Ore., Seattle and
Spokane, Wash., and Denver, Colo.

AGENTS WANTED IN EVERY CITY, TOWN AND VILLAGE.

1863

51st YEAR

1914

FIRE

AUTOMOBILE

MARINE

Organized in 1863

Firemans Fund

Insurance Company

Incorporated under the Laws of California.

433 California Street - San Francisco, Cal.

Insurance Exchange Building

Capital, \$1,500,000.00 Assets, \$9,864,872.00

BERNARD FAYMONVILLE

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J. B. LEVISON

VICE - PRESIDENT

LOUIS WEINMANN

SECRETARY

A. W. FOLLANSBEE, Jr.

MARINE SECRETARY

H. P. BLANCHARD

ASSISTANT SECRETARY

JOHN S. FRENCH,

ASSISTANT SECRETARY

T. M. GARDINER

TREASURER

Central Department

JOHN MARSHALL, Jr., Manager

171 La Salle St., Chicago, Ill.

Eastern Department

A. K. SIMPSON, Manager

J. W. LITTLE, Ass't Manager

Mason Building

Boston, Mass.

Southeastern Department

EDGAR S. WILSON, Manager

Macon, Georgia

Atlantic Marine Department

FRANZ HERRMANN, Manager

79-85 Wall Street, New York

VOL. 87
NO. 1

JULY

SEE PAGE

1914

THE

TELEPHONE KEARNY 5934

Coast Insurance Review

PROTECTION

An Insurance Journal and Directory
IN ITS FORTY-THIRD YEAR

San Francisco: Merchants Exchange Building

The Only INSURANCE Journal in the Pacific West

INSURANCE PUBLISHING CO., Publishers

Portraits of Two Leaders
Automobile Insurance—By Wm. M. Klinger
Life Insurance in Groups—By Commissioner Mansfield
Happenings of 20 Years Ago
The Agency—By J. B. Kremer
Salem's \$20,000,000 Fire
A Washington Supreme Court Decision
Interest on Loans to Policyholders
Revised Field Men's Directory
Company Statements Reviews
San Francisco City Fire Figures for Half Year
Washington Marine Figures
Praise for the Pacific Coast Casualty
Triumph for the Pacific Mutual Life
California Has a New Insurance Commissioner
Coast States Fire Figures

Circulating Extensively in all the
States and Territories of the Pacific
West

PRICE 25 CENTS
\$3.00 PER ANNUM

Subscribers in the East, in Europe, in
South America, Japan, China and
Australasia

The Great Fire Insurance Company of the World
ASSETS IN UNITED STATES, - \$14,263,846.95



Established 1836

Entered U. S. 1

The statement of the condition of the United States Branch on the 31st of December, 1913, in accordance with the laws of the State of New York, is as follows:

Assets	\$14,263,846.95
Liabilities	9,632,630.05

Surplus	\$ 4,631,216.90
---------	-----------------

As an illustration of the Company's practice in maintaining its Assets in the United States in years of excessive loss, the following figures may interest Policyholders:

Year.	Assets at 1st January.	Income.	Expenditure.	Excess of Expenditure
1871	\$3,054,361	\$3,163,901	\$5,122,653	\$1,958,752
1872	3,640,450	3,733,101	4,484,999	751,898
1873	4,165,290			

Thus showing EXCESS OF EXPENDITURE in the two years of	\$2,710,650
And INCREASE OF ASSETS in the same time of	1,110,929

PROGRESS OF THE UNITED STATES BRANCH.—Net fire premiums: 1848, \$4,519; 1858, \$471,988; 1868, \$1,739,620; 1878, \$2,422,126; 1888, \$3,928,010; 1898, \$4,979,422; 1908, \$7,427,617; 1913, \$8,907,895.07

LOSSES.—The amount paid in satisfaction of Fire Losses in the United States in the course of 66 years exceeds \$137,000,000. This large sum in conjunction with the growth of the Company's business, evinces the confidence of the public and the faithfulness with which the Company's losses are adjusted and settled.

PACIFIC DEPARTMENT ESTABLISHED 1852

In Company's New Building

444 California St., San Francisco

ROBERT P. FABJ, Manager

THOS. H. ANDERSON, Asst. Manager

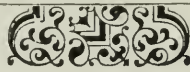
Special Agents:

R. G. BRUSH
W. H. RAYMOND

R. H. ROUNTREE
CHESTER S. MYRICK

HARRISON HOUSEWORTH
F. E. ATKINS

LOGAN B. CHANDLER
GEO. J. J.



Conflagration-Proof Insurance



Losses paid to date, - - over \$166,000,000

PACIFIC DEPARTMENT

GERMAN AMERICAN. PHOENIX OF HARTFORD

GERMAN ALLIANCE. PROTECTOR UNDERWRITERS.

EQUITABLE FIRE & MARINE INSURANCE CO.

GEO. H. TYSON GENERAL AGENT.
HERBERT FOLGER, ASST. GENL. AGENT

SAN FRANCISCO.

Losses paid in San Francisco, - over \$6,000,000

Total Assets Thirty - Nine Millions

Agents Wanted in every City, town or Village



YOUR CARD

as a representative of the "Oldest Life Insurance Company in America" will prove your best introduction

The Mutual Life Insurance Company of New York

Impregnable Strength

Incomparable Dividends

Maximum Benefits

Minimum Net Cost

For terms to producing agents, address

GEORGE T. DEXTER, 2d Vice-President

34 Nassau Street, - - - - - New York, N. Y.

LIFE

The Glib Person Is Suspect

I have always admired in others the ability to talk easily and well. But I observed that most men are inclined to be suspicious of what they call a "smooth talker." At this stage of my career, which was shortly after I began to try to sell merchandise, I ran across an Englishman who was a very successful life assurance solicitor. He had the appearance and manner of a villain from a Drury Lane melodrama and the halting speech of an American musical-comedy Englishman. But in spite of this, he sold huge quantities of life assurance, and I observed that his sketchy way of presenting his subject seemed to kindle the interest of the people he approached, and, instead of escaping through the gaps in his arguments, his auditors were more likely to

build up these gaps by their own questions and the exercise of their own imaginations, until they had completely ensnared themselves. As a result of my study of this man's methods I adopted taciturnity in place of my previous glibness of speech in approaching a potential buyer. For my previous flowing and more or less flowery sentences I substituted brief staccato utterances—more or less incoherent, but capable of extreme emphasis and, by virtue of their very incompleteness, arresting the attention and challenging the interest of the person addressed.—W. Maxwell in Collier's.

We are indebted to the Association of Life Insurance Presidents for a copy of the address by Louis I. Dublin, Ph. D., statistician of the Metropolitan Life. The address is entitled "The Reporting of Disease—The Next Step in Life Conservation."

INCORPORATED 1861

The California Insurance Company

Cash Capital, \$400,000 00
Net Surplus, 191,636 00
Total Assets, 1,141,200 00

E. T. NIEBLING, President
 GEO. W. BROOKS, Secretary

W. E. DEAN, Vice-President
 J. W. WARNER, Assistant Secretary

HOME OFFICE: Company's Building, 550-558 Sacramento St.
 SAN FRANCISCO, CAL.

Special Agents and Adjusters

A. N. LINDSAY, Seattle LEIGH H. ROBINS, Los Angeles B. A. SIFFORD, Portland

**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
 and at the rate of "Dollar for Dollar."**

Eastern Department, Philadelphia, FRANK C. STURTEVANT, Manager.
 Middle East Department, Pittsburg, LOGUE BROS. & CO., Gen'l Agts.

London & Lancashire Fire Ins. Co. Ltd.

Of LIVERPOOL, ENGLAND

INCORPORATED 1861

Capital Subscribed and on Call, \$23,211,180.00
Total Available Assets, 35,096,835.00

Pacific Department, 332 Pine Street, : : San Francisco

SAM B. STOY, Manager

GEO. ORMOND SMITH, Agency Superintendent, *San Francisco*

W. B. HOPKINS, Local Secretary, *San Francisco*

J. P. YATES, Agency Superintendent, *Los Angeles*

SPECIAL AGENTS—Geo. T. Richmond, San Francisco; N. W. Clayton, Jr., Salt Lake; W. W. Gilmore, Sacramento; G. L. Goodell, Portland; J. P. Hague, Los Angeles; D. H. Parry, Seattle; N. Gardner, Denver.

The "London & Lancashire" is a staunch supporter of the agency system and does not write over the heads of its representatives

Pacific Coast Casualty Company

OF CALIFORNIA

EMPLOYERS' LIABILITY—TEAMS—
GENERAL LIABILITY—WORKMEN'S
COLLECTIVE—VESSELS—ELEVAT-
OR—AUTOMOBILE—PERSONAL AC-
CIDENT—BURGLARY and PLATE
GLASS INSURANCE—FIDELITY and
SURETY BONDS. ∴ ∴ ∴

T. L. MILLER, President

HOME OFFICE:
Merchants Exchange Building
SAN FRANCISCO

ACCIDENT

One Louis Buttner, sailorman at San Francisco, had his arm caught in the steam windlass of his steamship. There was a crude amputation and the unfortunate man was sent ashore. Soon afterward his ship, the Americana, was lost at sea. The accident to his arm saved Buttner's life, but he now sues the shipowners for \$40,000 damages.

Duluth, Minn., July 1. — Sarah, widow of John McAlpine, a wealthy lumberman found a suicide or murdered in his home last August, is suing the Fidelity & Casualty, London & G. and Pacific Mutual under accident policies. Defense is that insured either committed suicide or was murdered by his widow, the plaintiff.

The Bankers Accident of Des Moines is now a stock company, after twenty years assessment work.

BANKERS LIFE COMPANY

DES MOINES, IOWA

Organized 1879

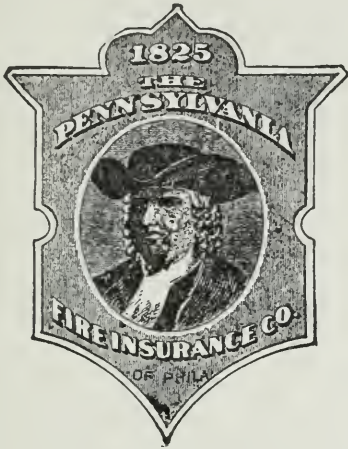
Insurance Issued and Restored,

1913 (Paid for) - - \$60,907,000.00

Increase in Admitted Assets

for Year - - \$ 2,630,411.43

ERNEST E. CLARK, - President



The Pennsylvania

*Fire Insurance Company
of Philadelphia*

Assets Jan. 1, 1914, \$8,002,962.21

Surplus to Policyholders

Jan. 1, 1914, 3,076,053.39

One of the Oldest and Strongest Fire Insurance Offices
in the United States

Pacific Coast Department:

201 Sansome Street, SAN FRANCISCO

RUSSELL W. OSBORN, Manager

S. P. MESICK, Superintendent of Agencies

F. J. AGNEW, " " "

SPECIAL AGENTS: A. C. McConnell C. V. McCarthy F. A. Lathrop

MISCELLANEOUS

Coquille, Coos co., Ore., is now "dry."

Salem, Ore., July 1.—At about 1 this morning fire broke out in and destroyed the Fremont hotel. Loss \$16,000.

New York city fire losses are \$1.38 per capita, against \$3.00 for the whole country.

Chicago.—Fidelity and casualty insurance companies cannot be taxed on net receipts, as are fire insurance companies. About seventy companies operating in Chicago and \$20,000,000 in taxable values were affected. Decision came on a test case brought by Fidelity and Casualty Company of New York by agreement between companies and local board of assessors.

Stocks seem about as safe as bonds.

Failure liabilities in one three coast-facing states in the first half of 1914, a gain of 44 percent over same time in 1913.

The Metropolitan Life

Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

"An agent is known by the companies he keeps."

CONTINENTAL INSURANCE COMPANY OF NEW YORK

The best company for a policy-
holder is the best company
for an agent.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago

FIDELITY-PHENIX FIRE INSURANCE COMPANY OF NEW YORK

The assured places the responsibility
on the agent; a Fidelity-Phenix
policy relieves him of it.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
137 South LaSalle Street, Chicago

FIDELITY (FIRE) UNDERWRITERS OF NEW YORK

Combine the assets of two of the
largest companies with the highest
sense of liberality and fairness.

Combined Assets, \$42,586,574

Policyholders' Surplus, \$23,743,555

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago



FOUNDED 1806

Law Union & Rock

Insurance Company, Ltd.

OF LONDON

Funds Exceed	\$ 47,897,465
Annual Income Exceeds	6,500,000
Claims Paid Over	130,000,000

Union Assurance Society Ltd.

OF LONDON

200th ANNIVERSARY—FOUNDED A. D. 1714

Home Office Statement, Jan. 1, 1914

Capital	\$2,250,000
Assets	7,115,990
Surplus	4,570,520

PACIFIC COAST DEPARTMENT

HARRY H. SMITH, Manager

433 California Street : : : San Francisco, Calif.

EDWARD M. BRODENSTEIN, Branch Secretary J. P. CARROLL, Superintendent of Agencies
SPECIAL AGENTS: F. A. STAHL, Northern California and Nevada, San Francisco; NOAH L. NEL-
SON, Northern California, San Francisco; F. F. RICHARDS, Southern California and Arizona,
Los Angeles; R. D. EMERY, Oregon and Western Washington, Portland; NYE KERN, Eastern
Washington, Idaho and Montana, Spokane; M. B. BOOTHBY, Colorado, Denver.

APPLICATIONS FOR AGENCIES INVITED

GENERAL

Responsibility of Owners For Fire

More than half of the millions of dollars which go up in smoke each year could be prevented if owners would use well known precautions in constructing their buildings and in conducting their business; therefore those neglecting these precautions are responsible for the loss, and should be made to pay it. This is in brief the theory of Joseph O. Hammitt, chief of the New York City Fire Prevention Bureau, which he presented before the Mayors' Conference in Auburn, N. Y., last week. His idea would be to compel any man on whose premises a fire started to pay the cost of extinguishing the fire and also any damage to the property of others.

This idea has, we understand, been tried abroad and has already been put in practice in a trial case in this country. "We have," said Mr. Hammitt, "in the New York City charter a provision under which we think that if a fire occurs or spreads because of the absence of precautions required by law or by lawful orders of the fire commissioner, the owner of the premises or persons responsible for the violation is liable for the cost of putting out the fire and injuries to firemen sustained in fighting it." Under this provision the commissioner has brought suit to recover the cost of putting out a "smoke" fire where a sprinkler equipment had been ordered in but not installed, and expects to sue also for injuries to the firemen.—Municipal Journal.

Marine.—The Reliance is paying an increased dividend at the rate of 17½ percent per annum.

Marine insurance rates abroad continue "soft."

Very generally in Great Britain insurance shares have advanced.

Birth and Death Rate in California in 1913

Deaths were most numerous in December and July. The total was 38,599. Assuming a population of 2,600,000, the death rate was about 14.5 per 1,000.

Births beat deaths, being 43,852 or nearly 17 per 1,000 of population.

Chicago Bank Failures.—One of the last big deposits to be withdrawn was that of the Marquette National Fire Ins. Co., of which E. W. Zinser, a director of the La Salle Street Trust, is the promoter. The insurance company's account totaled more than \$350,000. It was converted into securities three days before the bank's collapse. These securities were left with the bank "for safety" and are believed to be in the vaults. As the promoter of this fire company was also an officer of the failed bank, the transfer of the deposit may not be valid.

Gold has been moving from this country to France at the rate of \$2,000,000 a day. Can it be that Kansas farmers, having all the automobiles they want, are now importing champagne water instead of Kentucky wine.

Insurance shares in Philadelphia are quoted as—Girard 245.25, par 100; Pennsylvania Fire 392, par 100; Ins. Co. North America 22.38, par 10; Peoples National 18.50, par 25; Franklin 51, par 25; Fire Association 345, par 50; Alliance 16.38, par 10.

The Code Napoleon largely governs, still, Louisiana.

Vancouver, B. C., is to have a \$5,000,000 dry dock. A recent visitor says business is quiet in this "single-tax town."

The North American Accident of Saginaw, Mich., has quit.

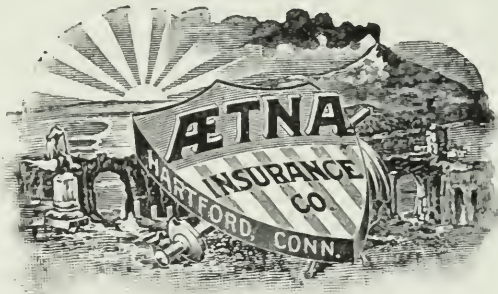
"THE LEADING FIRE INSURANCE COMPANY OF AMERICA."

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$6,909,389.89

Surplus as to
Policyholders
\$11,909,389.89



Cash Assets Now
\$22,481,250.34

Losses Paid
in
95 Years

\$138,501,348.36

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

W. H. BREEDING, General Agent

E. S. LIVINGSTON, Asst. General Agent

**Main Office, 301 California Street
SAN FRANCISCO**

SPECIAL AGENTS AND ADJUSTERS

J. A. MURPHY, General Adjuster

H. E. O'BRIEN G. E. TOWNSEND. H. F. MILLS. G. S. MARINER. E. V. CULVER, FRED H. ROAD

This Company has absolutely no connection with any other corporation
bearing the name of Aetna.

MARINE AND AUTOMOBILE DEPARTMENTS

E. S. LIVINGSTON, Marine Superintendent

325 CALIFORNIA STREET

HARTFORD FIRE

Insurance Company

Chartered 1810

FIRE, MARINE AND AUTOMOBILE INSURANCE



Assets, January 1, 1914, **\$26,525,973 85**

Surplus to Policyholders, **10,048,522 13**

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

430 California Street, SAN FRANCISCO

City and Marine Department

441 CALIFORNIA ST.

SPECIAL AGENTS AND ADJUSTERS

GEO. E. DEVINE, Sup't of Agencies, San Francisco

J. J. DENNIS, Portland, Ore.

MILTON E. SPAULDING, San Francisco, Cal.

ROBERT E. DOLLARD, San Francisco, Cal.

W. S. DENNIS, San Francisco, Cal.

L. H. EARLE, San Francisco, Cal.

C. E. MILLER, Salt Lake City, Utah

NEIL STEWART, Spokane, Wash.

P. H. GRIFFITH, Los Angeles, Cal.

ERNEST E. PRICE, Los Angeles, Cal.

JULY, 1914

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 43d Year

Foreign, \$3.50

Office 1103 Merchants Exchange

Volume 87

San Francisco, California, U. S. A.

Number One

Entered at San Francisco Postoffice as second-class mail matter

California crops are averaging very well indeed but are not so "bountiful" as the press would have the world believe. Prunes turned out a poor crop; cherries were about nothing; peaches in some localities were a failure; grain crops are good but area is small; the hay crop was extraordinarily heavy but the farmers can get no paying price for it and will hold much of it for feed.

‡‡

The foolish forms of law, and those judges and officials who are narrow and timid, lend themselves to injustice. Law in its letter is the delight of the unscrupulous lawyer and his crooked clients, who scorn the spirit of the law and employ its technicalities to defeat justice. Strong judges and officials brush aside all technicalities which delay and defeat the right.

‡‡

Insurance gossip appeals only to the gossip.

‡‡

Eastern fire underwriters are putting on mourning. It is red.

‡‡

The latest (and perhaps the best) thing in life insurance is the correspondence school of the Metropolitan Life Ins. Co., whereby young agents are quickly and thoroughly trained in the work of honorable and successful soliciting.

When the American Surety starts after an absconding defaulter he might as well say: "Don't shoot; I'll come back!"

‡‡

Fire losses are certainly increasing, in number and amounts. The press teems with reports of fires, in large and small places; and the number of known incendiary cases is increasing too. Perhaps fire insurance needs the zest of fires and losses to an unusual degree.

‡‡

The new Pacific Fire Record is under way but expects to make a long stay.

‡‡

Despite of all lamenting, fire insurance premiums are augmenting.

‡‡

Life insurance cash surrenders are gaining, which causes much complaining.

‡‡

A big conflagration is usually soon followed by another. Salem—next?

‡‡

The cheap automobile is generally dear for the insurer. Nicht wahr?

‡‡

New life companies, in many cases, have developed remarkable and unexpected strength.

LOANS TO POLICYHOLDERS SHOULD BEAR THE LOWEST MORTGAGE INTEREST RATE

WHY should a life insurance company charge its policyholders more interest than it is willing to accept from others?

Can there be a sound reason for charging the policyholder 6 percent interest for a loan while accepting as low as 4 percent from the owner of realty for a mortgage loan?

The policy reserve, which secures the loan to the policyholder, is the better security; for the life insurance company lends the policyholder his own money, and if he does not repay it the lender loses nothing.

The loan on real estate, on the contrary, carries with it the risk of the loss of a part or all the principal.

But it is the practice of many life insurance companies to lend funds on real estate mortgages at 4 to 5 percent interest and to charge policyholders 6 percent interest on the better security of their policies—on their surrender or loan values.

Life insurance companies were not organized to make money off loans to their policyholders. To charge them a higher rate of interest than is accepted from others is more than unfair. It is pawn-broking, the legal reserve being the pledge, and the rate "what the traffic will bear."

We believe the courts would stop this discrimination.

It is said in defense of the higher rate of interest to policyholders that it discourages borrowing a part of the life insurance fund. But it does not. Nobody has ever proved that it did.

As long as the policy stipulates loans or loan values, policyholders will borrow. One cent more in the rate will not deter them. It is absurd to assume that this loan is inevitably lost by the borrower. Indeed, the beneficiary may be enriched by the loan.

Whatever popularizes life insurance, such as loans and surrender values, enormously extends the business and the sum total of benefits paid.

There doubtless are plausible reasons for charging the policyholder more than the realty owner for a loan. We shall be glad to publish them if in print or if furnished to us by any life company.

READING of the thoughtful kind should be thorough, and first of the foremost writers. Not one great author should be neglected. There can be no breadth of mind unless there is breadth of information—which can be obtained only by reading the books of the great authors. Waste no time on the inferior writers until you have read the superior ones.

THE town of Piedmont, Cal., has as its fire chief a man who is carpenter, electrician and chauffeur for the place. He has just been exonerated of the charges that he goes to a fire without his uniform, steals dishes, and uses the fire department automobile to carry voters to the polls.

WHERE there's pluck there's no bad luck.

Insurance in State and Federal Courts

OUR BEST DIGEST OF RECENT DECISIONS

Fire Insurance in Court

Washington—*Ralston et al. v. Royal Ins. Co.*,
140 Pac. Rep. 552

Cancellation—Notice—Signature

The notice of cancellation of an insurance policy, though signed only in the name of the insurance company's agents, in the same manner that the policy was signed, is sufficient; the letter accompanying it advising insured the company was demanding the cancellation.

The notice of the insurer to insured, stating that if the premium is not paid by a certain hour, the policy "will stand canceled for nonpayment of premiums without further notice," is a notice of cancellation, and not a mere expression of intention to cancel at a future time.

Time of Notice

Though policy provides that it may be canceled on five day's notice, a notice naming an hour, within five days after receipt of it, when, if premium is not paid, the policy will stand canceled, is not void, but becomes effective five days after its receipt.

Insured being notified that if the premium is not paid by a certain time the policy will stand canceled without further notice, and payment not being made, and the manager of the insurer's agent directing the policy to be canceled on the books of the company, there is a cancellation in fact.

It was claimed that the cancellation notice was void because it fixed the date of cancellation as the 9th, at 12 o'clock which was only four days after the delivery of the notice, and the policy provided that it might be canceled upon five days' notice. Under this clause of the policy, no notice of cancellation could be effective until five days after its delivery. The notice was delivered on the 5th. The fire occurred on the 13th. It thus appears that more than five days had expired between the time of the receipt of the notice and loss occasioned by the fire. The notice would become effective five days

after it had been received, notwithstanding the fact that it specified a shorter period.

Alabama—*Union Marine Ins. Co. v. Charlie's Transfer Co.*, 65 S. Rep. 78

Award—Effect

An award, made in arbitration of a loss covered by a fire policy, merges the right of action on the policy, and the insured is entitled to recover only on the award.

Upon an award in arbitration of a loss suffered under a fire policy, breach of stipulations relating to notice and proof of loss are waived, and a plea, to a count on the award, which set up failure to give notice and proof of loss, and that there was no waiver, is open to demurrer.

Where a fire policy provided that the award of the arbitrators and umpire, or any two of them, should determine the amount of the loss, a written award, signed by only one arbitrator and the umpire, is admissible in evidence, where the other dissented, and, to express his dissent, refused to sign.

Automobile Policy—Actions

A policy which insured an automobile against destruction or damage by fire, against theft, and against perils of transportation is nevertheless a fire policy, and, in an action for damage by fire, should be declared on under the code form, being admissible under such complaint.

Actions—Evidence

In an action on a fire policy, where failure to give notice to submit proofs of loss was alleged, evidence that the insured had notified the insurer's agent, and had made proof of loss upon a blank furnished by the agent, and that the insurer had sent an adjuster without objection, is admissible.

Waiver

By entering into arbitration within the time allowed for proofs of loss according to the policy, an insurer waives all questions as to the fact and sufficiency of the proofs of loss.

Railroad's Rights in Maine

Under Rev. St. c. 52, § 73, a railroad company's right to the benefit of insurance on property destroyed by fire exists irrespective of negligence, and hence an insurance company which has paid a loss is not subrogated to the owner's right against the railroad company though the fire was due to negligence.—90 A. 497.

Appraiser Decision

Where an insurance policy contains the provisions as to appraising losses thereunder required by Laws 1913, and the insurer refuses to recognize the appraiser appointed by the insured on the ground that he is incompetent, the burden is on the insurer to show such incompetency.—*American Cent. Ins. Co. v. District Court*.

To appraise losses, the mere fact that an appraiser is not an expert in handling goods of the kind insured and damaged will not render him incompetent.—*Id.*

Proof of Loss

Where defendant's general agent, with power to issue fire policies, notified plaintiff's agent that he had issued a policy on plaintiff's property, but before actual delivery, being notified of a loss, declined to disclose the name of the company in which the insurance was written, such act was binding on defendant, and constituted a waiver of plaintiff's duty to furnish proofs of loss.—*Yousey v. Queen Ins. Co.* 148 N. Y. S. 125.

Contractor

A contractor for a building may have an insurable interest sufficient to sustain a policy on the building under contruction to the extent of whatever is due him, even though he is to be paid by the week and has no rights other than the statutory one of filing a mechanic's lien. — *Western Assur. Co. v. Hillyer-Deutsch-Jarratt Co.*, 167 S. W. 816.

Owners of common stock of the Union Pacific are to receive the big special dividend of \$80,000,000, declared last January. The Equitable Life enjoined this payment but the New York court of appeals affirms with costs.

Life Insurance in Court

Where an application for a life policy dated May 24th stipulated for the annual premiums on that date, and that there should be no contract until a policy was delivered, and a policy dated May 31st, and not delivered until June 5th, when the first premium was paid, declared that it should not become effective until delivered, and the first premium paid, the policy insured the applicant for one year from June 5th, so that a tender of the second premium on May 31st of the year following was in time. — *Halsey v. American Central Life Ins. Co.*, 167 S. W. 951.

Under a policy, providing that in case of lapse it could be revived on payment of all arrears and proof of insured's insurability satisfactory to the company, held that the company could not refuse to revive the policy and defeat its liability merely because insured died as the result of an accident before the application and proofs of insurability reached its home office.—*Prudential Ins. Co. of America v. Union Trust Co.*, 105 N. E. 505.

Where insured complied with all conditions of policy necessary to revive it after a lapse agreement, in the application to revive, that it should not be in force until the company consented to the revival held without consideration, and not to prevent the revival from becoming effective from the time of the application.—*Id.*

Where a semi-tontine policy upon the life of the husband was payable to the wife, the wife had a vested interest, of which she could not be deprived, except in accordance with the policy provisions.

A life policy, which provided that after five years payment the company would, upon request of the insured, on surrender of the policy and of all claims thereunder, pay a cash surrender value, cannot be surrendered without the consent of the beneficiary, who had a vested interest therein.—*Grems v. Traver*, 148 N. Y. S. 200.

Where an application for a life policy was made and the policy was delivered in New Mexico, it was a New Mexico contract, and

could only be governed by the laws of another state by virtue of a provision to that effect in the policy.—*Lange v. New York Life Ins. Co.*, 162 S. W. 589.

Though a life policy provided that it should be construed as though executed in New York, the provision that the giving of statutory notice of maturity of premiums was expressly waived relieved the insurer from complying with a statute of New York requiring such notice.—*Id.*

Misrepresentation in application for insurance that insured had not consulted a physician within five years, except one specified, held no defense to the policy, where it did not appear that the ailment for which he consulted a different physician was of a nature to affect his health or longevity.—*Mutual Life Ins. Co. of New York v. Owen*, 164 S. W. 720.

The signing of an application for renewal of insurance and the retention by the insured and beneficiary of a check for the surrender value of the policy held to constitute a waiver of the provision of the policy for extended insurance after nonpayment of the premium.—*Hayes v. New York Life Ins. Co.*, 104 N. E. 1122, 211 N. Y. 9.

Under Insurance Law, § 58, statements by insured in his application cannot be considered, unless incorporated in the policy.—*Murphy v. Colonial Life Ins. Co. of America*, 147 N. Y. S. 565.

Assignment and Beneficiary

A contingent interest, such as an assured's right to the cash surrender value of a life insurance policy after 20 years from its execution, could be assigned before such 20 years had expired.

Where it appeared that assured had, pursuant thereto, assigned his interest in the cash surrender value of the policy, and its full cash value paid to the assignee, on maturity, it is immaterial, with respect to the rights of the company and the original beneficiary, whether the rights under the assignment were legal or equitable.

While, in the absence of a provision to the contrary in a life policy, the beneficiary has a vested right therein which cannot be

impaired by assignments, without his consent, the policy may be assigned without the beneficiary's consent if it provides for assignment or change of beneficiary.

An assignment of assured's right to the cash surrender value of a life policy after the expiration of 20 years from its execution need not be in writing, but could be made by the mere deposit of the policy and its retention by the pledgee, with pledgor's consent.

After a life policy was assigned or pledged pursuant to a provision therein, authorizing its assignment, the assignee or pledgee could, without subsequent ratification or authorization, foreclose the pledge and enforce the assignment.—*Cornell v. Mutual Life Ins. Co. of New York*, 165 S. W. 858.

Reinstated Policy Dates Back

Where a policy, containing a clause providing that it should be incontestable after one year, was re-instated after forfeiture for non-payment of premiums, held that the reinstatement related back to the time of the forfeiture, and the reinstated policy became incontestable within one year from that date.—*McCormack v. Security Mutual Life Ins. Co.*, 146 N. Y. S. 613.

Benefits

Under a policy providing for payment for loss of life and in addition disability benefits provided for between the accident and death, held, that the fact that insured collected a disability benefit would not prevent a recovery for the loss of his life.

Under the substantially direct provisions of a life and accident policy, held, that only sick benefits will be paid as provided, unless there was an infection directly resulting from the accident, in which case benefits should be paid under the accident benefits clause.—*Pacific Mut. Life Ins. Co. v. McCabe*, 162 S. W. 1136.

Reinstatement of Sick Man

Where the field superintendent and local cashier of the defendant insurance company consented to the reinstatement of a life policy after lapse in payment of premiums, knowing that the insured was hopelessly ill, such knowledge was chargeable to the com-

pany and it cannot defeat recovery on the ground that a statement signed by the insured recited that he was in good health.—*McCormack v. Security Mutual Life Ins. Co.*, 146 N. Y. S. 613.

As to Physician

Suicide While Insane Does Not Void Accident Policy

There may be a recovery on a policy insuring against death from bodily injuries "by violent and accidental means, suicide (sane or insane) not included," if the insured was so insane that he did not know that he was taking his life, or that his act would probably result in death.—*Vicars v. Aetna Life Ins. Co.*, 164 S. W. 106.

Bond Insurance in Court

A certificate by a bank to a guarantee company for renewal of a fidelity bond for its cashier, certifying that his books were examined in the regular course of business and found correct, etc., all moneys etc. under his control being accounted for, "and he is not now in default," held not a warranty of the correctness of such accounts, and the phrase "and he is not now in default" not a warranty.—*Hunter v. U. S. Fidelity & G. Co.*, 167 S. W. 692.

Where a contract of indemnity provided that the vouchers showing payment by a surety should be conclusive evidence (except for fraud) of the amount of the indemnitor's liability, the indemnitee could recover by showing such loss and its payment by such evidence, regardless of whether it was legally liable on the bond.—*Illinois Surety Co. v. Maguire*, 145 N. W. 768.

Reinsurance in a Foreign Co.

Under contract by defendant insuring for five years two-tenths of plaintiff's risk under reinsurance of excess of loss by theft above 250,000 francs, defendant held not liable where at the end of three years, when its reinsurance was canceled by consent, embezzlements did not aggregate 250,000 francs, though they subsequently exceeded that amount.—*United States Fidelity & Guaranty Co. v. French Mut. Gen. Society of Mut. Ins. against Theft*, 212 F. 620.

Burglar Insurance in Court

An insurance warranty, being part of the contract, must be in the policy, and it states the agreed limits of the obligation as a finality, and excludes all arguments as to reasonableness or probable intent of the parties.

The answer, "Widow," in response to a question as to the occupation of an applicant for a burglary policy, is not responsive, and proof that she was a married woman is not proof of breach of warranty of the policy.—*Linzee v. Frankfort General Ins. Co. of Frankfort-on-the-Main, Germany*, 147 N. Y. S. 606.

Washing Clothes With Gasoline Starts Fires

Recently, in California, two fatalities were caused by the use of gasoline in the cleaning of clothes and gloves. In one case the house was also set on fire. The fires are believed to have been caused by friction in the rubbing of gasoline on inflammable goods.

Some time ago we published a warning that rubbing silk with gasoline might easily set it afire; but these cases, which seem well attested, are the first in which the friction of ordinary garments set fire to gasoline.

Chicago had a "political bank." It failed, together with its several allied banks. Of course these banks had a lot of city funds deposited with them, and guaranteed by the surety companies, who will lose several hundred thousand dollars. Surety companies get city business, and in turn oblige the politicians by depositing their own funds with politicians' banks—sometimes. At least, the insurers feel obliged to guarantee city deposits placed by politicians in their favorite rake-off banks. Why don't the insurers insist that deposits be placed in banks they are willing to guarantee? San Francisco has banks and building and loan and other companies dominated by professional politicians.

The Aegis Life of Denver will probably merge with another company soon. Next!

The fire companies generally underestimated their Salem losses.

FIRE INSURANCE

The London & Lancashire Fire Ins. Co.

The home office annual statement of the London & Lancashire shows the possession of \$23,211,180 assets. No life business is transacted.

The capital stock, subscribed and paid, is \$13,206,250. The paid capital is \$1,320,-625.

Net premiums last year were \$13,076,050. Losses were \$6,459,475. A substantial gain in premiums was made and expenses remained the same. This company now writes marine business.

The Anglo-Nevada was taken over by them in 1890 and the Southern California in 1891; and in 1899 it purchased the Orient. Altogether, it has acquired about thirty companies in the past thirty-five years.

The Pacific Coast branch is writing an increasing amount of business, returning a good underwriting profit, under the management of Sam B. Stoy.

Epsteen of Colorado Does Not Favor State Fire Insurance Rating

Commissioner Epsteen is quoted as saying that although the supreme court decision gives the states the right to regulate fire insurance rates, it is unwise for the state to avail itself of this right. Rates, he says, can not be based on local loss experience nor on the loss experience of a single state. For the making of rates the unit of area should be the nation and the unit of time twenty-five years. Commissioner Epsteen also declares himself for adequate rates, even if that means higher rates; for "the prime need in insurance is safety, and cheapness is a secondary consideration."

We are sure that no state ever had a more level-headed insurance commissioner than Saul Epsteen.

Big Fire

Salem, Mass., is a city of 45,000 population. The recent fire made 17,000 homeless. The insurance loss is estimated at \$12,000,000. The property loss was prob-

ably \$20,000,000. Roofs being of wood, the fire spread fast. The water pressure was low and the fire department was slow. The principal water main broke, and the local and responding apparatus was then virtually useless. Falling embers started fires in remote sections.

World Insurance Congress Luncheon to Vice President Palache of the Hartford Fire

The World's Insurance Congress Events committee tendered Vice President Whitney Palache a luncheon, during his present visit to San Francisco. These luncheons form a part of the Exposition plan of welcoming distinguished visitors of various professions and industries. The editor regrets that he arrived too late from his morning task of milking the goats on his ranch to accept the invitation to attend a fine luncheon with no California claret. The attendance, we are told, was numerous, jolly and cordial. Fifty or more fire and life underwriters greeted the guest of honor. T. L. Miller, president of the West Coast Life and the Pacific Coast Casualty, was toast-master. He "kept time," and limited the during-lunch talks. At half-past 1 o'clock the pleasant little affair was over and the busy men returned to business. Mr. Palache said that in Hartford they asked him if he really liked the San Francisco fog, and he answered, "No, I don't like it—I love it." Mr. Miller's introductory remarks, complimenting the honored guest, were heartily applauded. Willard Done, lately commissioner of Utah, now at the head of the Board's publicity department, spoke in his usual happy vein. Saul Epsteen, "a new man," commissioner of Colorado, and the only insurance commissioner ever appointed by civil service competition, also responded to Toast-Master Miller's invitation.

Up Colusa way Wescott & Johnson ran their new harvester down into the tules to begin cutting. Motive power, mules. The separator, however, is operated by a gasoline

engine on top. Everything was all right at 7 o'clock p. m. Next morning the men found it in ashes. Cost, \$3,600; insurance, \$2,500. Time, July 8.

Liverpool & London & Globe Ins. Co.

The 78th annual meeting of the Liverpool & London & Globe brought forth a balance sheet which shows prosperity, with increased surplus and reduced loss and expense ratios. The loss ratio was 53.7 per cent and the expense ratio 34.8.

The company's assets now total \$69,167,-410. The assets of the life and annuity departments being \$24,674,435, the general fire assets are \$44,492,975. The paid-up capital is \$1,327,625.

The premium income last year was \$22,-233,835. These figures include the company's own marine business, and also that of the Thames & Mersey, which it owns.

The Liverpool & London & Globe, a great company in resources and in good practices, has \$14,263,846 assets invested in this country. The surplus of the American branch is \$4,631,216.

The Pacific department, which was established in 1852, writes a well selected and profitable business. Robert P. Fabj is manager and Thos. H. Anderson is assistant manager.

I. W. W. Wretches Firing Barns in the Hop Fields

Several fires have recently occurred in the hop fields of California. Barns and warehouses have been fired by incendiaries. In one night in three separate fields three barns were burned. Members of the anarchist' I. W. W. have threatened to start these fires. Gov. Johnson should enlist a company of San Diegans to deal with these fellows in the Sacramento valley.

The Arkwright Mutual's net loss at the Salem mill fire was \$614,794, which was a big hole in its \$827,585 surplus. The Worcester Mfrs. lost \$283,931, out of \$366,369 surplus. The Boston Mfrs. lost \$800,000, which left only \$248,718 surplus. The Paper Mill was able to pay \$71,466 because it had \$89,875 surplus. The Salem, with \$49,-

639 surplus, lost \$100,000. Out of 43 mutuals, 12 were very hard hit. The Mutual Dwelling House Union has relieved the Salem by assuming all but \$1,000,000 of its outstanding liabilities, and its liabilities under current contracts will also be assumed.

The dwelling mutuals were unhappy losers at Salem. One, the Holyoke, lost \$225,000.

Impaired \$38,000

The Commercial Fire has reinsured its District of Columbia business in the Fireman's Fund. The Commercial Fire will retire from this Coast, and will cut its capital in two and do business in only five Middle West and Atlantic Coast states. The Coast Review has been giving intimations of something like this.

In the Hot as—East

Cyclones, tornadoes, sunstrokes, heat prostrations, buildings blown down and fires started, and many injured or killed outright; growing crops damage. At Watertown 200 buildings, comprising 16 city blocks, were demolished. Houses and barns blown down, boats overturned.

In the Cool as—Coast

Pleasant weather, cooling fogs, light breezes, sunny days, mountain brooks near-by, great forests within sight, splendid views, fine roads for automobiling the year round.

There are indications that Western Union stock will pay 5 percent by January 1. The company is now in fine shape, with a small increasing revenue.

As companies with annexes have two agencies in Buffalo, the Springfield has appointed a second agent and will test the matter.

A number of the larger fire companies report less premium income than expense and loss outgo in the first half of fiery '14.

A faking local contemporary professing to receive telegrams from the East waited for the arrival of a week old New York paper for its list of losses at Salem.

O U Lucky Lange !

GARNISHMENT

From a Paper by H. A. Thornton, Read at the 38th Annual Meeting of the Fire Underwriters' Association of the Pacific

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The garnishor has to make out a case against the garnishee (when permitted to do so) unless the indebtedness to the defendant be admitted by the garnishee.

Keene v. Smith (Ore.), 75 Pac. 1065;

O. R. & N. v. Gates (Ore.), 10 Ore. 514.

If an attaching creditor has knowledge of latent equities, or sufficient notice to put him upon inquiry, his attachment is subject to such equities.

Osgood v. Osgood (Ore.), 56 Pac. 1017;

Meier v. Hess (Ore.), 32 Pac. 755.

It is not a decisive test, though a usual one, that the principal defendant be able to maintain an action or suit against the garnishee, in order for garnishment to lie.

Graf v. Wilson (Ore.), 125 Pac. 1005.

(Not necessary in this case. The debtor had a claim against the county for his wages as a laborer. Before he could sue, it would be necessary for him to present his claim to the auditor. Held, that this claim could be reached by garnishment, although it had not been presented, as the debtor might otherwise defeat creditor's right by not presenting claim.)

The rights of the garnishor are no greater than those of his debtor.

Ford v. Aetna (Wash.), 126 Pac. 69.

(Case of indemnity insurance. There was a provision in the policy that no right of action accrued until actual loss was sustained and paid in money. Held—this was indemnity only against loss actually sustained and not against liability. Third party could not garnish, as there was no debt until the principal debtor has suffered loss.)

Bellingham v. Brisbois (Wash.), 44 Pac. 153;

Mervin v. Fowler (Wash.), 56 Pac. 374.

Garnishment is, in effect, only an assignment of the claim from the debtor to the creditor. The creditor gains no more or greater rights than the debtor had, and the garnishee loses no rights. And the payment of the money can be enforced only by ordinary action.

Schloredt v. Boyden (Wyo.), 64 Pac. 225.

IV. 8. LIABILITY OF GARNISHEE.—The position of the garnishee has been likened to that of a trustee or stakeholder. He is warned by the service of the writ and notice to hold all property of the defendant which may be in his hands or under his control, and to refrain from paying any debt which may be owing from him to the defendant. He must not, thereafter, favor either party to the action; but he must let the law decide to whom he shall pay the money or transfer the property in his possession. He must not dispose of the money or property to either party, or on their order, until the action has been disposed of, and

NOTE—We do not attempt to give all the citations. They will be found in the proceedings of the Association and in the special "Garnishment" book.

then he is bound by the judgment or order of the court. Should he dispose of the property, he is liable in a suit brought by the party injured by his act. The garnishee can not be held liable for a larger amount than the sum of money or the property in his hands; and, unless he has wrongfully resisted the plaintiff or has fraudulently disposed of the property, he is not liable for costs. Where he has conducted himself as required by the statute, he is generally allowed any costs necessarily incurred, and in some States, he is allowed fees and mileage as a witness.

A garnishee can only be required to answer as to his liability to the debtor defendant at the time of service of the garnishment. The garnishment is an attachment of existing debts and whatever does not exist can not be attached.

Norris v. Burgoyne, 4 Cal. 409.

Upon proceedings supplementary to execution, where it appears that there are other persons claiming liens on money in the possession of the garnishee, the court can not properly order that the garnishee shall pay money in its possession to the plaintiff, but is authorized only to make an order to the effect that the plaintiff may bring an action against the garnishee as provided by 720 C. C. P., to which action other persons claiming liens upon the money by prior attachments might be made or become parties, to the end that all adverse claims might be adjudged and conclusively settled in such action, so that the garnishee would thereby be protected against them.

Deering v. Richardson Kimball Co., 109 Cal. 73.

Under the provisions of 714 C. C. P., a debtor of a judgment debtor may be fully examined as to property, credits, money or other assets in his possession or under his control. Witnesses may be examined, and the judge may order any property of a judgment debtor to be applied towards the satisfaction of the judgment. If it appears that the person alleged to have property of the judgment debtor or to be indebted to him claims an interest in the property adverse to him or denies the debt, the court or judge may authorize, by an order made to that effect, the judgment creditor to institute an action against such person for the recovery of such interest or debt. (In this case plaintiff did not comply with the section—defendant had not been examined—no order had been made as to the application of assets or authorizing the suit. Therefore, it is clear that the proceeding contemplated by the code has been entirely ignored—and plaintiff is suing one whom he does not even claim is indebted to him.)

Matteson, etc., Mfg. Co. v. Conley, 144 Cal. 483.

(Cf Herrlich v. Kauffman, 99 Cal. 271, for distinction between liability under attachment and execution.)

An order in proceedings supplementary to execution directing a garnishee to apply a sum due to the judgment debtor to be paid to the judgment creditor is in effect a judgment, which, if not appealed from, is *res adjudicata*, and conclusive in any other action between the garnishee and the judgment creditors.

Societa di Mutuo Socorso v. Mantel, 1 Cal. App. 107.

The garnishee is not answerable for effects of defendant coming into

his hands, or indebtedness accruing from him to defendant after the garnishment and before answer.

Bragdon v. Brandt, (Colo.), 64 Pac. 248.

The liability of the garnishee is not changed by the fact that a writ has been issued and served upon him, except that the rights of his creditor, or the person whose property he holds, have been transferred to the plaintiff in the action. He has the same right to set up any defense to the action, or any counter-claim or set-off, that he would have were an action brought against him by the defendant. It seems that the only case in which this rule would not apply would be where there has been a fraudulent transaction to defeat creditors. Where the garnishee has paid the debt or delivered the property in his possession under a valid judgment, or where, if the statute so provides, he has turned over the money or property to the proper officer, he will be protected against any subsequent proceedings on the part of his creditor. The mere fact that a suit in garnishment is pending is no defense to an action by his creditor, nor is the fact that a garnishment proceeding is pending in another court a defense. The garnishee should set up in his answer, however, the pendency of the other action, and the court will grant either a stay of proceedings, or, in case it permits the case to go to judgment, a stay of execution, so that only property left in the garnishee's hands after satisfying any prior judgment shall be liable under a judgment rendered in the garnishment proceeding. The rule is that the garnishee should be carefully protected, and not put in any worse position than before the garnishment. He should not be forced to pay the debt twice, unless he has been careless or negligent, or has wilfully acted contrary to the order of the court.

As a general rule, the garnishee may offset against the claim of the judgment creditor whatever demand he might be able to set off against the claim of the judgment debtor against him.

Carter v. L. A. Nat. Bank, 116 Cal. 370.

But the set-off which may be claimed by the garnishee must be one which existed at the time of the garnishment.

Nordstrom v. Corona City Water Co., 155 Cal. 206.

If the obligation of the garnishee to the judgment debtor is not barred, the statute of limitation has no application. "As to the statute of limitations, if the garnishee is entitled to the plea as against the defendant in the attachment suit, he can plead it. The liability created by the garnishment is never barred."

Carter v. L. A. Bank (supra);

Nordstrom v. Water Co. (supra).

The garnishee may plead any defense which he has against his creditor, or that the debt of that attaching creditor has been satisfied, or that he has failed to recover judgment; or that the judgment has been reversed or barred; and any other claimant of the funds in the hands of the garnishee may intervene, and plead the latter defenses against the attaching creditor, but neither the intervenor nor the garnishee can plead the statute of limitations to the liability arising distinctly out of the garnishment.

Carter v. Bank (supra).

The liability of the garnishee is to be determined as of the time the summons is served.

In order to recover against a garnishee, it must be shown affirmatively, either by his answer or by evidence aliunde, that he has property of the defendant in his possession, of a description which will authorize his being charged, or that he is indebted to the defendant. The law will not presume him liable, nor will he be required to show facts entitling him to be discharged, until at least a *prima facie* case is made against him. *Id.*

Garnishee is not liable for paying debtor after quashing defective service and before service of a new writ and notice. (The service of the defective notice is not a warning that another writ will be served, and even if it were, would not be binding).

Henkel v. Bimetallic Bank (Colo.), 58 Pac. 336.

It is an invariable rule that under no circumstances shall a garnishee, by the operation of proceedings against him, be placed in any worse condition than he would if the defendant's claim were enforced by the defendant himself.

Sauer v. Town of Nevadaville (Colo.), 23 Pac. 87;

Bickman v. Abernathy (Colo.) 23 Pac. 447.

The judgment against the defendant must be a lawful and valid one. If it be void, the judgment against the garnishee is also void. It is of the first importance, therefore, for the garnishee to see that the judgment against the defendant was not only by a court with jurisdiction of the subject-matter, but that jurisdiction of the defendant, or of the property or credit, was obtained in the manner pointed out in the statute. Against a judgment sought against himself, which is based on a void judgment against the defendant, he must defend to the last, and is ordinarily compelled to defend alone. When the garnishee pays a judgment against himself, which is based on a judgment against defendant, rendered without jurisdiction, he is not protected by such payment against a subsequent action brought by the principal defendant or other creditor. When there is no judgment against the defendant, or a judgment that is void for want of jurisdiction, and the court erroneously render judgment against the garnishee, it will not be binding on the defendant, who was not a party to the proceedings.

McPhee v. Gomer (Colo.), 41 Pac. 836.

Mills Ann. Code No. 130—Garnishee may retain or deduct out of the property in his hands all demands against defendant which he might have pleaded in an action by defendant.

In no case (in the absence of fraud) shall he be placed in a worse position than if the action were by his creditor.

Tabor v. Bank of Leadville (Colo.), 83 Pac. 1060;

Sauer v. Nevadaville (Colo.), 23 Pac. 87.

Under R. L. 2115, A and B, a garnishee is entitled to any lawful set-off accruing before final judgment.

Shaw v. Boyd, 19 Haw. 83.

Where defendant (creditor) brings action against garnishee, he may have the proceedings stayed until the determination of the garnishment proceedings, by a motion based upon affidavit, showing the pendency of the other action.

Van Ness v. McLeod (Idaho), 31 Pac. 798.

If the liability of the garnishee is certain, and the only uncertainty which exists is as to the amount of the liability, then the debt, whatever it may be, is subject to attachment.

Dolenty v. R. Mt. Bell Tel. Co. (Mont.), 108 Pac. 921.

While a garnishee may plead judgment, he can not plead in a bar the pendency of garnishment proceedings against him in defence of a suit brought against him by his immediate creditor.

Harlow v. Ormon (N. Mex.), 6 Pac. 935.

Where a warehouseman, as garnishee, has made a certificate that he has certain grain received from the defendant, and for which negotiable receipts were issued, which are outstanding, and learns before judgment is recovered in the suit against the defendant that such receipts have been transferred, he is under no obligation to notify plaintiff, not amend his certificate; nor does such failure estop him from showing such fact when an attempt is made to hold him for the grain as garnishee.

Adamson v. Frazier (Ore.), 66 Pac. 810.

The liability of a garnishee indebted to the defendant is a personal liability to respond to the extent of the debt.

Barr v. Warner (Ore.), 63 Pac. 899.

(Where he holds property, the proceeding creates a lien upon the property, which may be followed into the hands of a purchaser with notice.—Id.)

The garnishee is a mere stakeholder and as such has no right to favor either party. Where he admits indebtedness to the defendant in his certificate, knowing, or having reason to believe, that the debt is really owing to a third party, entry of judgment will not protect him in a subsequent suit by the third party.

Mullaney v. Evans (Ore.), 54 Pac. 887.

(Sale of hay. Husband signed contract, but hay belonged to wife, and garnishee had paid her part of the purchase price.)

Phipps v. Rieley (Ore.), 16 Pac. 185;

Dawson v. Maria (Ore.), 16 Pac. 413.

Property garnished in the hands of a third party is in the custody of the law, and garnishee can not dispose of it.

Carter v. Koshland (Ore.), 12 Pac. 58.

As against the garnishing creditor, the garnishee holding the property of the principal debtor fraudulently is a wrong doer and his possession is not rightful.

E. B. Millar & Co. v. Plass (Wash.), 39 Pac. 957.

Payment by an insurance company of the amount of a judgment against it on a policy to the clerk of the court, with the direction to pay all garnishment liens existing against the fund, made without order of the court and notice to the parties as required by Code Proc. 153, 154, will not discharge the company from liability under a garnishment lien of which it had notice, if the clerk fails to pay it, though the garnishment proceedings were not indexed by the court.

By the service of a garnishment process, the garnishee becomes liable to the plaintiff in the attachment for any debt he then owes to the defendant in that suit.

V. SERVICE.—In order that the court may acquire jurisdiction of the person of the garnishee and of any property of the defendant or of any debt owing to the defendant, it is necessary that service of process be made in the manner required by the laws of the State. Two kinds of service are necessary in garnishment proceedings:

1. Service upon the principal defendant of the necessary process in a civil action; and,

2. Service upon the garnishee of such process as the statute prescribes.

The garnishee is bound to see that there has been sufficient service upon the defendant in the main action, or he will not be protected by the payment of any judgment rendered against him. This service must have been either a personal service, or service by publication. Where service was obtained by publication, the garnishee should be particularly careful to see that all the provisions of the statute dealing with service by publication were complied with. Where the debtor is not a resident of the State, or where it is a foreign corporation which has no managing agent or other officer in the State upon whom service could be made, the only valid judgment which could be rendered would be one in the nature of a judgment in rem, against such property as may have been seized under the writ. Therefore if the property was not properly brought under the control of the court, or if the attachment or garnishment proceedings were not regular, the court would have no jurisdiction, and a judgment against the garnishee would not protect him.

Personal service upon the garnishee is almost universally required, the usual method being to leave a copy of the writ and a notice specifying the property attached with the person to be held. Garnishment or attachment exist merely by virtue of the statute of the State, and it is necessary to look to the laws of the State in order to determine just what course must be pursued in order to make a valid service. Proper service is jurisdictional, and it must be made upon the person and in the way specified in the statute.

Under the California statute "debts, credits and other personal property, not capable of manual delivery, must be attached by leaving with the person owing such debts, or having in his possession, or under his control, such credits and other personal property, or with his agent, a copy of the writ, and a notice that the debts * * * are attached." C. C. P. 542.

Kennedy v. Hibernia S. & L. Soc., 38 Cal. 151.

And they must be attached in that manner.

McBride v. Fallon, 65 Cal. 301;

Latham v. Blake, 77 Cal. 646.

And the provisions of the statute must be strictly followed or no rights will accrue.

Gow v. Marshall, 90 Cal. 565;

Karns v. State Bank (Nev.), 101 Pac. 566.

Judgment v. garnishee without valid service of process is void.

Rice v. Amer. Nat. Bank, 31 Pac. 1024.

Service on the bookkeeper of a corporation, in the absence of any showing that he was authorized to accept the same, is clearly defective.

Must be on garnishee personally.

Hackfeld v. Kavanagh, 6 Haw. 659.

"It will be seen that the statute requires that the garnishee shall be served with the writ of attachment with notice that any property, or money, etc., in his hands has been attached, and with interrogatories, the answer to which is required."

"The right of attachment is purely of statutory regulation, and, where the statute provides the procedure in such cases, the plaintiff is required to pursue such course in order to sustain his action against the garnishee."

Eagleson v. Rubin (Idaho), 100 Pac. 765.

Service must be upon the garnishee personally, and not upon his attorney.

Carter v. Koshland (Ore.), 8 Pac. 556.

The delivery to a garnishee of a copy of the writ of attachment, together with a notice to the effect that the officer thereby "attached all debts, property, money, rights, dues and credits of every nature in his hands or under his control" is a valid garnishment, and sufficiently specifies the property attached.

Barr v. Warner (Ore.), 62 Pac. 899;

Batchellor v. Richardson (Ore.), 21 Pac. 392.

Service upon the garnishee may be had upon the garnishee wherever the debt might be enforced against the defendant could be served.

Bristol v. Brent (Utah), 110 Pac. 357.

"Compiled Laws 1907, Sec. 3092, provides that in garnishment before judgment or in aid of an attachment (the proceedings upon a writ issued after judgment being identical) a writ of garnishment must issue, following a prescribed form, which must be directed to the one intended to be made garnishee. * * * 3093 provides that the writ must be served as a summons is required to be served. * * * 3094 provides that, upon the return of the officer showing due service, the court has jurisdiction to proceed against the garnishee and the funds in his hands. * * * 3112 relates to garnishment after judgment, and provides that, where an execution remains in the hands of the officer unsatisfied, a writ of garnishment may issue and the property of the judgment debtor may be reached by serving the writ on the person having it in his possession.

Held—that to confer jurisdiction upon the court, service of the writ of garnishment required by statute is necessary, and where only a copy of an execution was served upon a person, with a notice that property in his hands belonging to the execution debtor had been attached, and that it should not be transferred to anybody, except the serving officer, with a request to furnish a statement, the court did not obtain jurisdiction.

Cole v. Utah Sugar Co. (Utah), 89 Pac. 681.

In order to make the garnishment valid, it is absolutely necessary that the provisions of the statute be strictly followed, as they are jurisdictional, and therefore essential. Where the court had no jurisdiction, the defendant can raise the point at any time, and the garnishee will not be protected by an order or judgment. It is a well recognized principle

of the law that the garnishee occupies the position of a stakeholder or trustee, and he is compelled to be impartial in his attitude toward the garnishor and the defendant. He may, however, by appearing, waive mere irregularities or defects in the process or service, which might render them voidable; but he can not waive any rights of the defendant or can not cure jurisdictional defects which would make the process void. It is quite generally held that by appearing the garnishee may waive personal service where there has been service on his agent or attorney, or where the process has been left at his home or office. A corporation may waive service upon the proper officer by appearing when service was made upon one not mentioned in the statute.

The garnishee can not waive the rights of the defendant.

Henkel v. Bimetallic Bank (Colo.), 58 Pac. 336.

A garnishee is bound to take advantage of all jurisdictional defects, otherwise judgment against him is no defense.

Tabor v. Bank of Leadville (Colo.), 83 Pac. 1060.

Although service upon the bookkeeper of a corporation, in the absence of any showing that he was authorized to accept the same, is clearly defective, it is waived by appearance. General appearance by garnishee is waiver of any defective service.

Ferriera v. Kamo, 18 Haw. 593.

Where process had been issued and served upon the garnishee and he had made answer, and the court ordered examination under oath, service of the order upon the attorney is not sufficient to confer upon the court jurisdiction to enter judgment, unless the parties waive the service by appearing.

Carter v. Kashland (Ore.), 8 Pac. 556.

The allegations required by Sec. 164, Hill's Code, which provides that before a garnishee shall be required to appear, plaintiff may serve on him written allegations and interrogatories touching any of the property liable to attachment as property of the defendant, are in the nature of a complaint, and where they are not served, no valid judgment can be rendered against the garnishee, although he waive service. (Held—the court would have no jurisdiction of the subject matter.)

Smith v. Conrad (Ore.), 31 Pac. 398.

Proceedings subsequent to the garnishment are personal to the garnishee and may be waived by voluntary appearance. But a garnishee stands in the position of a stakeholder, and therefore can not waive service of the process by which the property in his hands, or the debt due from him to the principal debtor is garnished.

A garnishee may waive many irregularities in the notice of garnishment, and by his certificate or answer in response thereto submit himself to the jurisdiction of the court, and thus become in privity with, and in effect a party to, the judgment which has been or may be rendered against his creditor; but, while a garnishee may waive jurisdiction of his person, he can not, by voluntarily appearing, waive the defendant's rights.

Barr v. Warner (Ore.), 62 Pac. 899.

AUTOMOBILE INSURANCE

*A Paper by Wm. M. Klinger, Special Agent Fireman's Fund Ins. Co.,
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Association of the Pacific*

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The automobile was practically unknown fifteen years ago, and the few in operation at that time were curiosities to most people, and a matter of contempt to many. Since then, especially from 1902 to the present time, the motor vehicle industry has grown rapidly and its progress can not be stopped; in the United States it has grown more rapidly than any other industry. It is interesting to note the growth of this branch of trade from year to year. Prior to 1904 statistics are not available; during that year there were built 22,000 cars; in 1905, 38,000; in 1906, 70,000; in 1907, 90,000; in 1908, 110,000; in 1909, 125,000; in 1910, 170,000; in 1911, 210,000, and in 1912, 300,000; while the output during 1913 is estimated to have been over 650,000 cars, with a value of over a billion dollars. The prospects for 1914 do not appear to be as encouraging. An official of a motor car factory, who is also president of the Automobile Chamber of Commerce, a national organization that numbers among its members all the leading automobile manufacturers of the United States, says:

"Business conditions, not only in this country but throughout the world, are being affected by influences and economic conditions that are in the nature of a reaction and re-adjustment after a number of years of rapid expansion and development. The automobile industry itself has been an example of such development, and now has reached a point where continued startling increases in production are no longer necessary or justified. In ten short years it has wholly transformed one phase of urban transportation, and having accomplished that task, it can best ease up for a while, and supply normal demand, rather than try to force reluctant further markets. Some doubtless well meaning men are endeavoring to 'boost' the industry, as they term it, by exaggerating the present activity and future production of the big automobile manufacturing centers in a way that comes close to falsehood, and in doing so they complicate matters unnecessarily. What is needed above everything else is confidence, and lies and exaggerations, either pessimistic or optimistic, serve to destroy that confidence. The industry is strong and prosperous enough to require no false 'boosting.' There can be no wild and unconsidered development, based on mere hope and optimism. Its progress now must be based upon sound business judgment, which means expansion and increase only where a sure market has been found."

From the foregoing statements it may be assumed that fewer cars will be manufactured this year, hence a corresponding reduction in premiums written.

The development of the industry has been a factor in establishing various branches of business, one of which is automobile insurance. It has developed to such an extent that today certain companies are exclusively engaged in writing automobile insurance covering the vehicle against every possible loss to which it may be subject, while other

companies have organized special departments for this branch of underwriting. The development of automobile insurance has kept pace with the production of the motor car, and for purposes of comparison with present day conditions, will read to you extract from an article written by me for a motoring magazine published in April, 1906:

"At the close of the motoring season of 1905, it was the unanimous opinion of the most prominent manufacturers of automobiles that the year of 1906 would show a greatly increasing demand for their product providing it were possible to secure some adequate system of indemnity against the multiplicity of hazards to which motor vehicles are subject. Manufacturers, designers and engineers devoted much time and study toward the elimination or reduction of the natural hazards of automobiling. Many changes were made in the arrangement of the carburetor and commutator, resulting in a corresponding reduction in the number of explosions, but it is safe to say that the total elimination of fire hazard will never be reached.

"Several insurance companies in 1905 employed experts who gave this subject their undivided attention, and upon their recommendations engaged in writing automobile insurance. It may not be amiss to state that because of the underwriting of automobile insurance is due in a large measure the advance in the value of cars now being operated to the enormous amount of \$250,000,000. Great Britain was the first country to introduce motor car insurance. In that country underwriters will assume the liability of every known hazard upon which a percentage of profit may be obtained. Companies were early organized in Great Britain to cover exclusively against loss or damage these risks, and extended the policies to cover damage through collision and claims for personal injuries sustained by owners and to third parties. Specific or general policies at the option of the applicant can now be secured in Great Britain. Specific policies include either the fire, collision or liability hazard, while a general policy covers a combination of all risks. As the development of the automobile industry progressed in America, the demand for protection against the natural hazards to which the motor car is subjected became general, but the underwriters were skeptical about issuing a 'floating policy,' and did not believe that this clause of hazard could be scientifically underwritten. Through many years of experience they had successfully classified other insurable properties, but at first glance could not see their way clear to assume risks of a 'special hazard' nature, upon which a classification had never been previously made. They figured that a building being a stationary object, a value could be placed upon it; the fire insurance inspector could periodically inspect it and determine its depreciation, according to use, age and occupancy; stocks of merchandise could receive like treatment, and rates could be applied according to the table of experience. Sea-going vessels could be valued by a marine company's surveyor; their ports of destination and hazards were known, and the cargoes had staple values. With this knowledge rates could be made accordingly. Automobiles, however, are of a very different character from the properties mentioned. They are migratory, without permanent

place of storage, likely to be destroyed by the burning of the garage, by self-ignition, by explosion or lightning while in service on the road. Motor cars may be wrecked in transportation by railroad or water conveyance; they are readily pilfered or stolen. They are subject to rapid natural depreciation in value varying according to use and care. Stability of construction must be taken into account, and a further consideration must be given to the fact that cars depreciate in value, owing to a fickle public fashion that demands new models annually. Perhaps the principal objection which the old line companies had to assuming the risks incident to automobile insurance was the possibility of an accumulation of insured machines in any one garage, and the consequent danger of a single fire causing an exceedingly heavy loss. However, the manufacturing of motor cars having passed the experimental stage, the demand for protection by insurance from manufacturers, dealers and owners became urgent. The manufacturers claimed they had minimized the inherent hazard of self-ignition and explosion; the dealers insisted that insurance indemnity would increase the number of sales, and the prudent man would not invest if he could not protect his investment. With these conditions, companies entered the field and commenced writing automobiles under a floating form.

"Not only has the introduction of automobile insurance been beneficial to those directly interested in the manufacture, sale and use of motor cars, but it has also been responsible for the development of the country, notably in the Nevada gold fields. Owing to the extreme difficulty of penetrating the desert regions, mining men have been hampered in their prospecting expeditions. It was suggested that the most convenient and rapid mode of travel in Nevada would be by the use of the motor car, but owing to the physical conditions of the country it was necessary to employ high priced and substantially constructed cars. Those interested hesitated to make large investments in the purchase of automobiles unless the machines could be insured. Being in a position to protect themselves through the introduction of automobile insurance, the promoters are swarming the deserts in their motor cars, new and paying territory is being opened up, and Eastern capitalists are being directly interested by being taken to the scene of the properties in comfortable touring cars."

There were five companies issuing an automobile floater policy in 1905, fifteen companies were operating in 1910, while today there are probably sixty companies engaged in this class of underwriting, and others contemplate entering the field during this year. When the demand for automobile insurance arose, the several companies then operating issued a "valued" policy, the terms and conditions being principally those of a marine contract; the insured was compelled to carry 80% of the cost of the car or become a co-insurer, but it was soon discovered that this system created a moral hazard. A dishonest claimant knew that disputes as to the value of a car in the event of total loss could not arise. It became obvious that cars of all makes depreciate from 20% to 50% a year, depending upon the construction, use and abuse, and it further became apparent that a change in policy form and rates

was necessary. The insurance companies with head offices in the Eastern States and abroad, formed an organization known as the Automobile Underwriters' Conference, all underwriters of automobile insurance within the United States or Canada being eligible to membership. The objects of the organization are to serve as a medium of exchange of information, to secure the adoption of suitable and uniform policy forms and clauses; to make investigations and recommendations with the object of eliminating or reducing danger of fire and other casualties; to gather statistics and make investigations concerning hazards, as a guide to indemnity by its members; to furnish advisory rates of premium to its members, covering general or special classes of business or individual risks, and to prevent giving rebates, it being understood that none of these objects would be obligatory where the enforcement thereof would violate the laws of any State or Territory. A standard form of policy was approved, known as the Conference valued form. This policy contained a clause reading, "The said automobile hereby insured (body, machinery and equipment) is valued at the sum insured." Another form known as the Conference non-valued form was also approved; a reduction in rate is allowed for the elimination of theft and valued policy clauses. The Pacific Coast Automobile Underwriters' Association, organized for similar purposes, has jurisdiction over Pacific Coast territory.

POLICY

The Conference form of automobile policy now in general use throughout the United States, covers the automobile and equipment described under trade name, factory and/or motor number, type of body, motive power, number of cylinders, year built and model of car, while within the limits of the United States (exclusive of Alaska, Hawaiian Islands and Porto Rico) and Canada, covering while in building, on road, on railroad car or other conveyance, ferry or inland steamer, or on coastwise steamer between ports within said limits, against direct loss or damage to the automobile insured, caused by fire arising from any cause whatsoever, including explosion, self-ignition and lightning; also while being transported by any conveyance on land or water, against loss or damage caused by the stranding, sinking, collision, burning or derailment of such conveyance; also against general average and salvage charges for which the insured is legally liable; and also against loss or damage if amounting to \$25 or more on any single occasion by theft, robbery or pilferage by any person or persons other than those in the employment, service or household of the insured. Robes, wearing apparel, personal effects or extra bodies not covered unless by special endorsement.

EQUIPMENT: This consists of a wind shield, top, including the back and side curtains, lamps, self-starter, demountable rims, extra casings and inner tubes, horns, speedometers and clock or other essential parts of the car itself, but does not include robes, wearing apparel, gloves, goggles, or other articles for personal use.

GENERAL AVERAGE: There is a general average act where any extraordinary sacrifice or expenditure is voluntarily and reasonably

made or incurred in time of peril for the purpose of preserving the property imperiled in common adventure. When there is a general average loss, the party on whom it falls is entitled, subject to the conditions imposed by maritime law, to a valuable contribution from the other parties interested, and such contribution is called a general average contribution.

SALVAGE CHARGES: Subject to any express provision in the policy, salvage charges incurred in preventing a loss by perils insured against may be recovered as a loss by those perils; "salvage charges" means the charge recoverable under maritime law by a salvor independently of contract, i. e., after encountering very bad weather a ship is rescued by a steamer with which no contract is made, and which afterwards obtains a reward as salvage money.

It is a condition of the policy that the automobile insured shall not be used for carrying passengers for compensation, nor rented, nor leased, nor operated in any speed contest during the term of the policy, unless assented to by the company in writing. A violation of this condition voids the policy.

There is an automatic reinstatement clause contained in the policy, reading: "In the event of loss or damage to said automobile, whether such loss or damage is covered by this policy or not, the liability of this company under this policy shall be reduced by the amount of such loss or damage until repairs have been completed, but shall then attach for the full amount as originally written, without additional premium.

The policy does not contain any restriction concerning the use or storage of gasoline.

There have not been many decisions rendered by reason of the fact that automobile insurance is an institution of such recent inception that there has not been sufficient time for courts to establish any precedents, so that any decisions in this connection are of interest.

When personal property is insured against fire, derailment and collision, the insured has the burden of proving that the damage was done through one of such causes.

When a policy of insurance indemnifies an owner of an automobile against loss or damage occasioned by theft, robbery or pilferage, the owner can not, under this clause of the policy, recover for damages to a machine which had been taken by another and used without the consent of the owner but without any intent to steal. In common law, theft is synonymous with larceny. The word robbery as used in the contract should be given the same meaning as that set forth in the penal code. Pilferage is petty larceny. The intent to steal is a necessary ingredient in all these cases. Where a policy of insurance on an automobile provides that the company shall not be liable for more than the actual cost of the suitable repairs of the machine, it is sufficient for the insured to prove the cost of the repairs to the machine, and that those repairs were reasonably worth the amount of charge.

Rates governing automobile insurance in the Pacific Coast States were originally based on the fire rate of the building in which the automobile was usually stored, it being the general impression that the

greatest hazard was in the garage; the minimum rate, however, was 2½%. It developed later that a large percentage of losses occurred while the car was being operated on the road, and this condition caused the companies to make a flat rate to apply to all locations. The loss ratio of the companies operating under this rate soon demonstrated the fact that this was not the proper system. Cars of the lighter and cheaper construction wracked quickly, and the vibration caused leaky gasoline lines and chafed wiring; this condition did not exist to such a great extent in the high-grade and more expensive cars, though it received the same consideration in rate. The heavy loss ratio can be traced to cheap cars that have been in use several seasons. This condition brought about an equalization of rates.

The combined experience of companies operating on the Pacific Coast demonstrated that rates on current models could be reduced, while rates on old cars had to be materially increased, hence a schedule became effective February 1st of this year, in which cars of current year make listing for over \$1500 have been decreased ¾%, while cars three years old listing for over \$3500 have been increased ½%, and those listing for from \$1500 to \$3499 are increased ¾%. Current year models listing under \$1500 have been reduced ½%, and three year old models listing for \$700 to \$1499 are increased 1%. Strange as it may seem, older models of cars listing under \$700 show a smaller loss ratio than those of the grade next above, hence the rate has been increased only ¼%.

ELECTRIC VEHICLES

The number of losses on this class of motor cars is not sufficiently great to occasion any undue alarm, nevertheless losses are occurring with some degree of regularity and form a fairly well defined series of causes, they being principally from over-heating of resistance coils by accidentally throwing on the current while the car is idle, from heat given off by resistance coils in ordinary use, short circuit in wiring caused by water, short circuit in wiring caused by chafing or bruising of insulation, and ignition while charging—these are direct causes.

In addition some indirect or consequential causes may be cited: damage to batteries claimed from rapid discharge by a short circuit after a fire which has burned the insulation; damage to the batteries from the jar of a collision, where the car itself suffers comparatively small damage. Then there are the external causes, such as garage fires, spontaneous combustion, etc.

As to the relative rates for insurance on electric cars, it may be stated that they are lower than the gasoline by reason of the fact that causes for loss are not as great.

PRIVATE GARAGE WARRANTY

Several years ago the companies allowed a credit of ½% for the use of a private garage warranty attached to the policy. Under this warranty it was understood that the automobile insured must at all times be kept in the private garage or private stable, privileged however

to operate the car, and when so doing to house in any building for a period of not exceeding fifteen days at any one time, provided the car is en route, visiting or being cleaned or repaired.

Advantage was taken of this privilege; unscrupulous owners knew it was impossible for the insurance company to know whether a car was away from its private garage for a period of more than fifteen days, and the purpose of the company originating the above warranty was defeated. The warranty is no longer used; it was eliminated on July 1st, 1911.

LOSS BY FIRE

While the automobile, as compared to other apparatus using gasoline as a fuel, is relatively safe with respect to the hazard of fire, the flame being confined to closed cylinders, it is nevertheless true that builders of some modern motor vehicles do not give proper thought or consideration to possible internal fire hazards when designing the car, or deciding on the location of magnetos, carburetors, or gasoline tanks. There are many defective cars from an underwriting point of view upon the market; the carburetor may be too close to the exhaust pipe, or to an uncovered timer or distributor; it is obvious that the carburetor should be placed on the opposite side of the motor from the exhaust pipe or timer, and the gasoline tank and carburetor should be so placed that any possible leak will not be blown by the fly wheel or fan toward a hot exhaust pipe.

ROAD FIRES

There is an ever present danger of cars burning while being operated through a gasoline leak at the couplings. These couplings are at either end of the pipe connecting the gasoline tank with the carburetor; they may break on account of vibration of the car on rough roads tending to bend the pipe at that joint. The leak will cause the gasoline to vaporize and ignite from a stray spark from a faulty terminal, a terminal being the end of the wires carrying the electricity from either batteries or magneto to the spark plug, or possibly from a spark caused through short circuiting of the wires mentioned, or from the heat of the motor or exhaust pipe. Back fire into the carburetor at a time when the carburetor is flooded with gasoline is a most frequent cause of fire. Flooding is most frequently due to the float valve being stuck, or the needle valve leaping off its seat under the influence of road or engine vibration. Usually these back fires in the inlet pipe are due to an excessively weak mixture of gasoline, that is, not enough gasoline for the amount of air introduced into the carburetor, or poor quality of gasoline. Under ordinary normal conditions there is no danger of firing the gasoline; should, however, the carburetor be accidentally flooded, the gasoline contained therein may be ignited. If this occurs the danger of a total loss may be avoided by stopping the machine, turning off the supply of gasoline and permitting the engine to run; the flames are thus prevented from spreading, and will be extinguished through suction in the inlet pipe and by the gasoline supply being exhausted. Fires are due to brakes becoming overheated. This usually occurs when

coasting down hill with brakes set, the temperature of the braking surface being sufficient to ignite the oil or grease.

The most prolific causes for automobile fires are from overheated exhaust pipe, explosion of muffler, defective boiler casing, loose flush cock, cigarette smoking in garage, or from an adjoining automobile, defective circuit wire, explosion of acetylene gas generator, explosion while filling tank, ignited through upset, defective magneto, washing with distillate, friction of brake, defective prestolite tank, defective commutator, overheated steam generator, explosion of gasoline in pit, flooded burner in steamer, spark from nearby burning building, ignition of bucket of gasoline, defective boiler, open stove in garage igniting gasoline vapor, explosion of prestolite tank, back fire into carburetor, defective tail lamp, igniting from back fire through muffler, leak in gasoline pipe, striking match in garage while gasoline tank was open, combustion of oily waste, burned on street when driver used lamp to look for gasoline leak, passerby throwing match near car while standing on street, burner melting, defective pilot light, sparker struck while cleaning car, gasoline ran into generator too fast, ran off road breaking gasoline connections, oil pumped through air valves caught fire from pipe, cleaning magneto by forcing gasoline, overflow of gasoline, cleaning spark plug with gasoline and testing before gasoline evaporated, explosion in crank case, ignition of gasoline vapor under hood, electric light placed on seat, acetylene tubing became detached, match dropped in pan, turning lamp too high, lighted cigarette thrown in tonneau.

Many other causes could be mentioned, such as ignorance in caring for the car, neglect in cleaning pan extending under engine where spilled gasoline and oil are permitted to accumulate, mechanic working under car with electric light and accidentally breaking the bulb, gasoline tank perforated by stone and escaping gas ignited by spark from muffler. It is obvious, however, that most fires are subject to conditions beyond the control of the owner.

GARAGE FIRES

Whether most garage fires are caused through smoking or the careless handling of gasoline is problematical. It is claimed that many fires are due to difficulty in starting a motor—possibly the electric spark won't ignite the mixture, the carburetor is flooded, the gasoline overflows into the drip pan or on the floor, and when the motor does start the explosion through the muffler may ignite the vapor rising from the liquid gasoline on the floor. One fire was started by a spark from an iron nail in the heel of a shoe as it scraped over the cement floor.

Conflagrations have been caused through filling the gasoline tank when the lamps are alight. Many automobiles have dash board tanks with the opening too close to the side lights, while the pressure fed cars have the tanks conveniently located at the rear close to the tail lamp. Cars constructed in a more modern way have electric side and tail lamps, thus eliminating this hazard.

Smoking should be prohibited by ordinance; mechanics who have formed the habit of smoking while working on a car, lose all sense of precaution. There is always a chance of a tool striking the gasoline

line pipe, causing a leak, which may be unobserved, but in sufficient quantity to cause a gaseous vapor, which when accidentally lighted by a spark from a cigarette, cigar or pipe may result seriously. The use of gasoline for cleaning purposes is one of the most serious hazards that confronts the underwriter.

Garage fires have been of such frequent occurrence that it is necessary for underwriters to insist that the rules for prevention of fire be carried out. Dynamos or gas engines should not be permitted where gasoline is handled or stored; heating stoves and all exposed lights should be eliminated; acetylene lamps should be cleaned outside of garage; removal or renewing of carbide should not be allowed inside the building. Oil and gasoline should be emptied and tank cleared of gas through introduction of air pressure before automobile is placed in repair shop. Electric light bulbs should be encased in wire guards; testing of motors should be done outside of building. Lubricating and other volatile oils should be contained in heavy barrels or tanks as far away from building as possible. Gasoline should be stored in tanks at least four feet under ground and outside of garage; filling should be done outside of garage. Floors should be kept free from drippings, and buckets of sand, or approved fire extinguishers should be kept handy. Danger lurks in garages having cement floors and a wash drain; oil and gasoline waste flow down the drain but float on top of the water in the trap; the gasoline throwing off its explosive vapor, a lighted match or any other spark or exposed flame or live fire of stub of cigar or cigarette, causes an explosion with the inevitable result.

The Chicago Board of Underwriters realizing the hazard in connection with garages, recommends the following rules:

Gasoline supply tank to be buried four feet below the surface of the ground, as far from building as possible up to thirty feet.

Gasoline pump, if inside building, to be of approved design.

Automobile tanks, if filled inside building, to be connected by substantial tubing (not exceeding seven feet in length), to approved pump, or to approved portable tank. Tubing to be attached permanently to pump or tank and to be provided with a quick closing valve.

Approved portable tanks, if filled inside building, to be connected by substantial tubing (not exceeding seven feet in length) to approved pump.

Gasoline, other than above, used inside of building, to be transported only in approved one-gallon safety can.

The use of gasoline, benzine, naphtha, turpentine, or other liquids of a similar nature for cleaning floors, or in open vessels for washing hands or machine parts, etc., should be prohibited.

All rooms in which gasoline vapors are present to be properly ventilated.

Repair shops or other rooms where oil is used or stored, to be provided with pails of sand and/or approved chemical extinguishers.

Chemical extinguishers to be recharged every six months and to bear a tag stating date of last charging.

Heating (in rooms where gasoline vapors are likely to be present)

to be by steam, hot water or furnace, boiler, heater, or furnace to be isolated from gasoline vapors.

Incandescent electric lights to be used in rooms where gasoline is used or contained. Extension lights to have vapor-tight globes and approved portable cord.

Open lights of all kinds (gas jets, lamps, torches, candles, etc.) to be prohibited except in office or wareroom.

Lighting of matches in any room where gasoline is present to be strictly prohibited except where necessary in repair shop.

Smoking to be prohibited in every room in which gasoline is used, stored or handled; "No Smoking" signs to be posted in conspicuous places.

Calcium carbide, if carried in stock, to be in approved metal cans constructed in accordance with rules furnished by this Board.

Tanks containing acetylene gas, if carried in stock, to be limited in number to five, not including those on cars.

Repair shops to be provided with approved metal waste cans. Cans to be emptied at least once a day, and especially at closing time.

Soldering irons, if used in building wired for electricity, to be approved electric.

EXTINGUISHING GASOLINE AND OIL FIRES

Water is extremely unsatisfactory, as it is the means of carrying the gasoline flame or burning oil, rather than smothering it. If, however, the quantity of burning oil is limited, a large quantity of water will drown the fire. Grenades carrying fluid or powder extinguishers have proven efficient where the fire has been discovered in its incipency. Hyposulphite of soda and acid extinguishers are more effective than water. A good extinguishing compound can be made by dissolving a quarter of a pound of hydrosulphite of soda in a pint of water, adding three ounces of ordinary ammonia; this carried in an automobile will be found handy in case of emergency. To extinguish fires discussed under this heading, the most successful operation is to exclude the oxygen by forming a blanket of gas or some solid material over the flame, as gasoline without air will not burn. Sawdust has proven a splendid blanketing agent—its efficiency is due to the fact that it does not easily ignite.

Experiments made with carbon tetrachloride have been highly successful, its specific gravity being about $5\frac{1}{2}$ times that of air; the vapor is heavy and settles rapidly.

THEFT LOSSES

Petty thefts which the police are powerless to stop are a source of untold annoyance; casings, tubes, prestolite tanks, and other removable accessories are continually being stolen from cars. Joy riders have no hesitancy in stealing cars and abandoning them when gasoline and oil have been exhausted. Usually the automobile is found in a wrecked condition. Automobile thieves have made a practice of stealing cars in one city, shipping them to a distant point, where the appearance is so altered it is impossible to identify the stolen car. At one time cars were stolen and stored away until the insurance company or owner offered a reward for their recovery; usually the reward amounted to

\$100; but the automobile thief has grown wiser and finds it is more profitable to take the car to some garage that may be the rendezvous of automobile thieves, or to a shed in an obscure location, there repaint the machine, remove all distinguishing marks, and then dispose of the car for half its value.

COLLISION INSURANCE

Collision insurance is written under five different forms, A, B, C, D, and E.

Form A, known as the Damage sustained in excess of \$25, covers damage to the automobile and/or equipment in excess of \$25 (each accident being deemed a separate claim and said sum being deducted from the amount of each claim when determined) by being in collision during the period insured with any other automobile, vehicle or object, excluding damage or loss to tires, unless the total damage caused by the collision to the automobile herein described exceeds the sum of \$200; damage caused by striking any portion of the roadbed or by striking the rails or ties of street, steam or electric railroads, and loss or damage while the automobile insured is being operated in any race or speed contest, or while being operated by any person under the age of sixteen years or under the age limit fixed by law.

Clause B is the same as Clause A, except that there is no deduction—it is known as the “full coverage” form.

Collision Clause C covers sums which the assured shall become liable to pay for damage to property (excepting to the property of others while in charge of the assured or the assured's employees) or for legal expenses incurred with the consent of this company in connection therewith through collision of the automobile herein described with any other automobile, vehicle or object, either moving or stationary, during the period insured. This company shall not in any event be liable under this provision for more than the actual value of the property destroyed at the time of its destruction, or the actual cost of the suitable repair of the property injured; this clause is usually written to cover \$1000 on account of any one collision. This clause also covers damage sustained the same as Clause A, thus combining collision insurance for the automobile itself, and for property of others that may be injured or destroyed.

Collision Clause D covers the same as C, except that there is no deduction under the damage sustained portion.

Clause E covers damage to property without deduction, and has no damage sustained provision attached, being “damage to property” alone.

It is the opinion of many underwriters that the wording of these collision clauses is too ambiguous, leaving as it does many opportunities for argument as to the extent of coverage and interpretation—it is a settled fact that if a provision in a policy is susceptible of two constructions, so that reasonable men upon reading the contract would differ as to its meaning, that construction will be adopted which is most favorable to the insured.

For the purpose of collision rating, risks have been divided in several classes—private pleasure cars, public automobiles, commercial

vehicles, and manufacturers' and dealers' automobiles. Collision premiums, that is, the premiums for damage sustained on private pleasure cars, are determined for each make of car and based upon the type of same, the cheaper priced cars paying an annual premium of \$28 where the \$25 deductible average clause attaches, while the more expensive cars (depending upon style of body) pay as high as \$200. If full coverage is desired an additional premium is charged on each class of cars. You will note these premiums are not based on rates, but an annual premium is charged, except in the following instances:

Where cars are used for rent, or as public vehicles (other than livery), the rate under Clause A is 4% of the manufacturer's list price, plus full cost of equipment; and add \$35 where Clause B applies; the minimum annual premium for damage sustained is \$30 per car. For commercial, manufacturers' and dealers' cars, the rate under Clause A is 2 2-5% of the manufacturer's catalogue list price, plus full cost of equipment; add \$35 where Clause B applies; the minimum annual premium for damage sustained is \$30 per car. Livery vehicles take the same premium charge as private pleasure vehicles, plus 20%. Electrics and motorcycles pay \$7.50.

PROPERTY DAMAGE

For property damage, that is, damage to property of others, premiums are based upon horse power and the purpose for which the automobile is used, and are for a limit of liability not exceeding \$1000. Private pleasure automobiles of from 16 to 60 horse power take premium charges varying from \$10 to \$20.75. Livery vehicles of from 16 to 60 horse power pay annual premiums of from \$30 to \$62.25; electrics pay \$15. Public vehicles, such as hotel omnibuses and taxicabs, other than livery, pay from \$45 to \$120, depending upon number of passengers designed to be carried. Commercial automobiles are divided into five classes according to the service; the annual premium for the least hazardous service is \$18, while the greatest hazard, supposed to be such as newspaper delivery or mail wagons, ambulances, electric light or street railway companies' vehicles—in other words, cars by reason of their service and necessity used for rapid transportation, are charged \$50. Electrics discount above premiums 10%. Fire patrols and salvage corps automobiles are charged \$160. Manufacturers are charged according to car output and catalogue retail price, the premiums under blanket form ranging from 20 cents to 80 cents per car, according to horse power, for pleasure type; these rates are discounted 33 1-3% for electric automobiles; 50 cents to \$1.00 is charged per car for those of commercial type. Dealers pay \$28 for gasoline or steam cars, and \$20 for electrics used in this business for demonstrating purposes; in this instance either the chauffeur who operates the car must be named, or the car specified by number.

Collision insurance was originally covered by companies whose charter permitted them to write marine insurance; during recent years casualty and accident companies amended their charters permitting them to write this class of business in addition to liability insurance. The insurance laws of some States enable a company to write all kinds and forms of automobile insurance under one policy. There appears

to be a difference of opinion as to the class of insurance companies that may or may not cover against the risks of collision. Attorney-General Jackson of New York ruled that the amendatory provisions of Chapter 206, Laws of 1907, are not in accord with the contention of counsel representing the marine insurance companies, that it was not the intention of the legislature to confer authority to issue policies against collision hazards in the use of automobiles upon corporations authorized to transact business under the provisions of Articles 3 and 4 of the insurance law; this interpretation limits collision insurance to casualty companies.

In answer to inquiry by the insurance companies operating in State of Washington asking how automobiles ought to be classified for purposes of insurance, the Assistant Attorney-General has replied that they may be classified with marine risks—"While the modern machine is a thing of beauty, it is an inanimate object, and for that reason livestock, casualty or life insurance would not cover the risk." This leaves only marine insurance, and indeed there are many points of similarity in the risks assumed on an automobile and a ship; both are liable to collision and running amuck, and insurance that meets the risks of a floating vessel apparently covers the risk of an automobile.

Collision losses can be traced to the inexperience of the new car operator, but the actual cause which confronts the underwriter is the moral hazard. We have the driver who violates the speed law or drives recklessly, which can not be proven after the collision occurs; there is the joy rider who stops too frequently at road houses. Then comes the owner, who, after a loss occurs, is most unreasonable in his demand; adjustments are never satisfactorily made, no matter how slight may be the damage he will insist upon replacements with new parts.

It is my belief that the present system of writing collision insurance is faulty. No material questions are asked of the applicant; the fact that he is the owner of the car and financially able to pay the premium is sufficient. The loss ratio, no doubt, could be materially reduced and the rates proportionately so, were the speed mania, reckless drivers, and joy riders controlled by policy conditions, and the unreasonable claimant placed on the black list.

An automobile driven into a hole six or seven inches deep and eighteen inches wide between car tracks on a well lighted street, is not such a "collision with an object" as is contemplated by parties to an insurance policy containing a collision clause. It has been held that the collision clause can be applied to cover damages caused by running into an open draw and dropping into a river, the court holding that a river is an object by which damages can be sustained by another moving object.

"Where an owner of an automobile, on meeting a team, was compelled to steer into the grass below the level of the roadbed, and while endeavoring to return, the machine was overturned, the accident was not suffered in the 'roadbed' within a policy excluding insurer from liability for damages caused by striking any portion of the roadbed; the word 'roadbed' in common roads, meaning the whole material laid in place and ready for travel, or the material part of the road."

The Continental Won

The state of Indiana, in a test suit against the Continental to recover taxes from New York companies under the retaliatory law, served notice on the company to produce in Indianapolis all books, papers and records bearing on Indiana business since 1876. Thirty different records were called for. The company notified the authorities that it would require six freight cars to carry the back records alone, that the current records were kept in fire proof vaults and the business of the company could not be carried on for a day without them. A hearing was given at Indianapolis last week on the order, and the court decided that it would not be necessary to produce the books, but that the state would send an expert to Chicago and examine them.

Sample of Inter-Insurers

Property-owners, especially classes, such as grocers, druggists, etc., are being solicited to "insure" in one or more so-called inter-insurers, and are promised "profits" galore. The profits of fire underwriting under the stock company plan average only 3 or 4 percent, in years when there are no large conflagrations; and the only profit which the subscribers to the inter-insurer contract may rightfully expect can not be much more than this small percentage, if it be conceded that the management is equally good. The initial expenses are 25 percent to the "attorneys," and the inter-insurers must also pay inspection, adjustment and legal expenses and taxes besides. And, moreover, the "savings" or "profits" promised are not payable until a "reserve fund" equal to two premiums from each subscriber or underwriter is accumulated. This accumulation may take five years before completed. The promised "dividends" or "profits" are too remote for a sensible man to run the risk of extraordinary losses which may financially embarrass him. The new law of California limits the liability of each member *on a single risk* to 10 percent of his financial rating; but if ten such risks should burn in quick succession his financial rating would drop to 0. Clause (c) of one contract reads as follows:

"Our attorneys shall have the power, whenever they may deem it necessary to do so, to assess us not exceeding an amount equal

to the sum annually deposited by us for current indemnity; and we hereby agree to pay such *assessments*."

You will observe that the attorneys or underwriters are authorized to levy assessments on the inter-insurers whenever they please, to the amount of one premium; and the inter-insurers agree to pay such assessments. Observe that the foregoing last word is in the plural. It is not a single assessment that the subscribers or inter-insurers make themselves liable for.

It is evident that a merchant who signs such a binding contract, which makes him liable for bad, reckless and incompetent management and for conflagration and other extraordinary losses, is a thoughtless man or one easily "hypnotised." He risks much for a mere promise of profit in the far off time—a promise made by an unscrupulous solicitor or by an "attorney" for whom the 25 percent commission covers a multitude of lies.

Other inter-insurers operate on similar plans, with a sure profit for the "attorneys" and with an abundance of cheap promises for the members.

In accepting so-called insurance in one of these inter-insurers the subscriber himself becomes an underwriter or guarantor. He engages in a hazardous undertaking, and risks, first, his insurance protection, and, second, the possible share of the extraordinary losses for which he is liable. These hazards are legitimate undertakings for capitalized companies which in large areas and long periods generally can depend on a safe average loss experience; but for the individual and inexperienced underwriter they are mere wagers which do not essentially differ from gambling.

The largest and most "promising" of these inter-insurers, the "Pacific Coast," recently failed. It promised a low expense ratio and dividends to the subscribing or member insurers. The expenses exceeded 60 percent, and the dividends were "Irish."

Don't fool with an "inter-insurer." It is "loaded."

The trans-bay water companies of Oakland, etc., failed to pay July 1 interest on their bonds. Probably there has been crooked financiering.

June bankings in the Pacific West gained \$15,500,000 over 1913 June.

LIFE, CASUALTY, ETC.

Pocket Register of Life Associations

Record for 1914 of stipulated premiums, assessment and fraternal insurance. By Spectator Co., New York and Chicago. Price 25 or 50 cts. There are still four stipulated premium companies, 37 business associations, and 177 fraternal orders—218 non-legal-reserve—in this valuable chart. Many are gaining in insurance in force. The National Union is steadily declining and its death rate is increasing. The Woodmen of the World is gaining. The Modern Woodmen of America, the largest, is losing fast.

Pacific Mutual Wins Unique Suit

An unusual suit has been decided at Louisville in favor of the Pacific Mutual Life, which was sued for \$3,000 damages by G. S. Able because the company, in issuing him a policy, stated in the contract that he was a colored person. The company explained in its defense that the error was due to a mistake by a new employe, who took "C" in the application to mean "colored" instead of "Caucasian." The court held that since it was evident that no malice was intended, it should be exonerated. Peremptory instructions in favor of the defendant were given. Able received the policy in 1911, but did not discover the error until 1913, when suit was filed.—Insurance Herald-Argus.

New York's compensation act makes professional baseball players workmen engaged in hazardous work. A \$10,000 pitcher disabled for life would draw over \$6,000 a year for life, although his "life" as a successful pitcher can not last many years.

The National Surety defended its San Francisco contract bond cut down to $\frac{1}{4}$ of 1 percent, on the ground that other companies had made term contracts on the basis of the former rate of one-half of one percent. The rupture of the Surety Association of America was for a time threatened by resignations which were later withdrawn.

Divorcee

Missouri's supreme court has ruled that a divorced wife has no legal claim on the proceeds of insurance on the life of her former husband, even if she is the named beneficiary in the policy. When he wanted to change the beneficiary, the ex-wife sued to prevent it, claiming a property right in the policies. The court held that any right she had previously had, should have been adjusted in the alimony when she was divorced.

The federal government does not "patronize" its own parcel post in the sending of bond coupons belonging to the owners of securities deposited with the government. The head of the postal savings department says only \$50 insurance on coupons can be obtained.

Supt. of Insurance Frank Hasbrouck of New York has authorized fourteen mutuals and thirty-two stock companies to write compensation insurance under the new law. Among these are the Employers' Liability Fidelity & Casualty, Frankfort General, General Accident, Globe Indemnity, Hartford Accident Ins., London & Lancashire G. & A., Massachusetts Bonding, National Surety, New Amsterdam, Ocean Accident & G., Preferred Accident, Royal Indemnity, Southern Surety, Southwestern Surety, Standard Accident, Travelers, U. S. Casualty. The state fund is writing about three-tenths of the total business. The new law has probably doubled business of this character, and the increase in rates makes the 10 percent commission more than satisfactory.

The new workmen's compensation law of Oregon is now operating, with dire effects.

The Modern Woodmen of America now levies an assessment every month.

The Capitol Life of Denver has been examined by the insurance department doctors of Colorado, Utah, Idaho and Wyoming, and found to be in good health and entitled to a guarantee policy.

Life Insurance In Groups

From the Annual Report of Commissioner Mansfield of Connecticut

Life insurance in groups presents practically a new subject. That two or three so-called "group policies" were issued many years ago, covering the lives of coolies in order to indemnify shippers transporting those coolies over the high seas, does not take away from our conception of group insurance, its unique characteristics.

Since the insurance investigation of 1905 in New York, the work of the life insurance world has been largely constructive. The uses to which life insurance can be adapted have multiplied rapidly. While life insurance has its natural inception in the individual, such units are ultimately assembled in groups, and so considered. It seems to me, therefore, no great step to consider the group as the unit, upon which to predicate the terms of a contract of life insurance, though the group itself is made up of individuals; and this step has been actually taken by experienced underwriters and put into operation.

In our day of progress we cannot assume static conditions in the insurance field, any more than we can assume such a state of affairs in our large mercantile industries. The real existing conditions are dynamic, not static. The changes in economic methods of concentration of wealth, the modern methods of manufacture, the development of the economic and social freedom of the people, have brought to the attention of the public recently, a large number of proposals for new legislation, almost all of which, directly or indirectly, called for better social conditions. Substantially all such constructive social legislation has a direct moral purport, which must be given due weight in any analytical consideration of insurance problems and in the extension of present insurance methods to meet the changing conditions.

The specific economic transaction before us for consideration as the sale of a commodity now known as group life insurance, as contrasted with individual life insurance. The two parties to this transaction are the employer who desires to buy life insurance for his employees, collectively, and the corporation which desires to sell it, or, briefly, the "employer" and the "company."

The employer applying for a group policy desires an estimate of the cost. Such an estimate can only be made after certain data have been furnished to the company. The first step is to

make a preliminary inspection of the employer's plant and his employees. This inspection calls for information as to the number of employees, whether male or female, their average ages, general health, location and description of the establishment, its sanitary construction and up-keep, and other information which will accurately describe the environment of the employees while at work.

If the employees appear to respond to a high type of service requirement, and it appears to the company that the entire group can be insured during their period of employment without medical examination, a census slip is prepared and signed by each employee, giving his or her name, place and date of birth, sex, salary, date of employment, and exact duties. These census slips are tabulated according to ages and the cost of insuring the lives at each age for an amount equivalent to one year's salary is calculated, using the yearly renewable monthly term rate as the basis for such calculation. The aggregate group premium is then ascertained for the employer. This premium, though actually arrived at in each case, is naturally considered by the employer in terms of his pay roll. In this connection I find the following statement made by an insurance company writing this class of business: "Exact premium cost for first year in the aggregate, on any group, will be quoted from the home office when proper census is supplied. Without such census a rough estimate of one and one-half ($1\frac{1}{2}$) percent of the amount of insurance to be covered will be found to approximate the maximum first annual cost in most groups, reducible thereafter by annual dividends." While the facts thus stated may be true, great care must be exercised in the use of such information, for the premium cost can only be ascertained after proper data have been furnished to the company. Even after a risk is written, the premium cost varies from month to month because of the varying amount of insurance covered by the risk. Group insurance for the present at least should only be written in a specialized department, and by special representatives who by their training and experience thoroughly understand the nature of the problems presented.

If the estimate of the expense is acceptable to the employer each employee signs a special application for insurance in the group, and an Employees' Group Policy is issued. This contract, in consideration of the payment of monthly premiums on the basis of tables of premiums and risks printed

in the policy, insures during the term of one year the lives of such employees of the employer as are enumerated in a schedule attached to the policy and for the amount set opposite their respective names.

Briefly, then, these are the mechanical operations necessary in assuming risks under group insurance policies. What principles of life insurance underwriting should be especially considered in this connection?

It appears to me that all so-called individual insurance is in a sense group insurance. The entire structure of life insurance is based upon the law of average. Insurance of an individual can be accomplished only when he is considered as a member of a group, when he is associated with others, upon which the usual law of average operates. Why, then, can we not change our unit of measurement from the individual to the group of individuals and expect in time to apply the law of average to a number of groups in order to give proper weight to the group as a necessary element in the science of life insurance?

If we admit that the group may be used as an insurance unit, it follows that the group must be examined as such. In other words, the company passes from a medically selected life to a selected and inspected group. If the group is of sufficient size and the occupation and environment favorable, the medical examination is waived. This, it is stated, is a necessary concession because the plan of group insurance must comprehend all members of a given group so as to eliminate any personal selection against the group. Once the group is established on an insurance basis, however, each new employee added to it is subject to a medical examination in order to prevent personal selection against the group with which he is to be associated.

The most pitiable case recently in the light is that of Leslie Hurlburt, a Chihuohua agent of the New York Life. Our soldiers found him in a dungeon in Vera Cruz. He is hopelessly insane. Hurlburt had been convicted of murdering policyholders for their insurance money. Our readers may recall the fact that a long time ago we printed an account of this charge against him and of an appeal to the United States government in his behalf. The company appears to have had no influence with either the Mexican or our own government. Of course the charges against the unfortunate American were based on the ignorance, superstition and perjury of the Greasers. The

people of this country, we believe, must soon make up their minds to the unpleasant duty of taking up the white man's burden and governing the half-breed-Indian country by a commission.

The Amarillo National, a 5-year-old-Texan, increased assets, surplus, and insurance in force.

New York State Life Insurance Report

Albany, N. Y., July 23, 1914.

Part II, the life volume of the annual report of the New York state insurance department, covering the business of 1913, was issued today by Superintendent of Insurance Hasbrouck.

It appears that, at the close of business for the year, the life companies were possessed of \$4,417,-298,211 of admitted assets; an increase of \$243,-344,632 over 1912.

The total income was \$840,297,443; an increase of \$45,015,382. The amount of premiums received was \$628,650,211, or \$31,448,001, more than in 1912.

There were 1,015,067 "ordinary" policies issued and paid for during 1913, with insurance of \$1,856,464,981. Compared with 1912, there was an increase of 117,040 in the number of policies written, and the amount of insurance increased \$140,193,871. There were 53,091 more policies terminated in 1913 than in 1912, and \$97,782,-503 more insurance.

The total number of "ordinary" policies in force, on December 31, 1913, was 7,452,154, insuring \$14,304,638,791; a net increase of 450,-241 policies, and of \$777,317,569 in insurance. The amount of "industrial" insurance in force was \$3,656,603,109, being an increase of \$223,-835,640; making a total increase, for both classes of business, of \$1,001,153,209.

There is one other matter to which it may be well to call attention, and that is the increased amount of policy loans, due, no doubt, in large measure, to unsatisfactory business conditions. It is to be hoped that with better times ahead the situation in this respect will show material betterment. While these loans are good investments for the companies, they are to be deplored from an economic standpoint, as a very large majority of them are never repaid; in such cases reducing the amount to be paid to the beneficiary, who is, in many instances, dependent upon the returns from a life insurance policy.

A Hullabaloo by a Life Company—or Possibly a Crime

A trained female nurse is charged with a crime, in California. Mrs. Kathleen Fitzgerald Bluett died in a hospital conducted by herself and the nurse, in Auburn, January 14. There were three insurance policies on the life of the dead woman, for \$15,500. The three policies were bequeathed to the nurse, Eva Jane Rinehart.

The body of Mrs. Bluett has been exhumed and the contents of the stomach are being analyzed.

Miss Rinehart has collected one of the insurance policies.

Accidental burns were reported to be the cause of death.

The "missing" nurse has been found. Her story, if true, makes the New York Life and its Auburn agent, A. J. Pickford, "look like 30 cents." This company, our readers will recall, made a ludicrous bluff in the Kimmel case.

The nurse says that the deceased nurse made her her beneficiary and heir because she did not like her relatives, from whom she had not heard for seventeen years and who snubbed her and to whom she was under no obligation. The \$10,000 policy was made payable to the nurse beneficiary. This was done a day or two before Mrs. Bluett died, at the suggestion of the agent of the N. Y. Life, A. E. Reynolds of East Auburn. R. said if so conveyed the policy would not be subject to the California inheritance tax.

Mrs. Bluett, the accused nurse says, was washing gloves in gasoline and the friction of rubbing ignited it. Her burns were severe but not fatal but unfortunately Mrs. B. inhaled the flames, which subsequently caused her death.

O. E. Price of Sacramento wrote \$2,500 in the Prudential on the life of Mrs. B. Lester H. Reynolds wrote \$3,000 in the Travelers. This policy has been paid.

The accused nurse (Mrs. Kincaid, she having married meantime) says she will make it hot for the insurance men and companies behind this accusation and prosecution.

She certainly, if innocent, has grounds for a big damage claim.

The warrant for her arrest has not been served, and she is no longer under surveillance.

American Surety's Great Growth

The quarterly dividend declared by the American Surety as of June 30, 1914, constitutes the company's one hundredth consecutive dividend payment. Since its organization in April, 1884, it has paid its stockholders in dividends to date the enormous sum of \$8,287,500. This amount includes the stock dividend of \$2,500,000 paid in 1912.

These figures accompany a continual expansion of the company's business since its organization. It now has 14,500 local agents and attorneys throughout the United States, which are under the supervision of forty branch managers who devote their entire time to the interests of the American Surety.

The company does not confine its operations to the United States, but operates in Canada through the Canadian Surety Company, and in Mexico through the Compania Mexicana de Garantias, S. A., both subsidiary companies.

In Washington an unmarried injured workman is compensated at the rate of \$20 a month and \$5 is added in the case of a wife and \$5 for each child under 16 up to \$35 a month. These amounts are increased 50 percent during the first six months after injury, but in no case may they ever be over 60 percent of the monthly wage.

The American Home Life is not a "corpse," after all. A lively kicker, it refused to be swallowed by the cannibal International Life of St. Louis. What was the graft?

Kingsley proposes that all insurance companies submit to their policyholders this question: Do you favor a constitutional amendment making interstate insurance subject to regulation by the federal government only.

Geo. W. Perkins and others will this summer study social insurance in Europe.

Colorado Special Report on the Pacific Mutual Life

A Triumph

Commissioner Epsteen of Colorado has just issued a report on a special inquiry regarding distribution of profits in the participating and non-participating business of the Pacific Mutual Life Insurance Company. The conclusions of the commissioners after investigation, are as follows:

The Pacific Mutual Life Ins. Co. does keep separate records as regards participating and non-participating life insurance.

It does correctly determine the profits of its non-participating business.

It does correctly determine the profits of its participating business.

No dividends are paid to stockholders of the company from the participating business. They are paid from the profits in the accident department and in the non-participating department.

Metropolitan Life Dedicates New Sanitarium

The Metropolitan Life Insurance Company dedicated its new sanatorium on Mt. McGregor, on Saturday, June 20th, with appropriate exercises. The company built it for the free care and treatment of its own employees, in the home office and in the field, who may have tuberculosis. It received its first patients in November, 1913, and is now caring for about 70.

Last year the Pacific Mutual paid a \$3,000 death claim, after the receipt of only \$41.10 premium; \$5,000, after receipt of only \$152; \$10,000, after receipt of only \$372.50 premiums.

The triennial report on the Metropolitan Life by the New York insurance department was exceedingly complimentary to this company, which now issues automatic paid-up insurance. Special mention is made of the reduction in cost of industrial insurance, and the free nursing of industrial policyholders.

The Modern Woodmen of America is bound to fail.

Sixth Annual Report of the Insurance Commissioner of Oregon

Com. Ferguson gives us an excellent report for 1913. The state is growing; so is the number of pages. He, like the woman who made a will in favor of her husband, begins well, but finally shows he is out of his head entirely. For when this priest is ready to bless him he says he is in favor of life insurance by the state ala the Wisconsin recipe. He has not heard of the failure of life insurance by the politicians elsewhere.

In his observations Ferguson says: "Of the total expense of old line companies, more than one-half goes to the agents in commissions."

Our answer to this statement is taken from the Connecticut Life Insurance Report:

Premiums	\$616,722,636
Commissions	55,786,603

Well, why not? The agents earn it. The state insurance company, writing a large volume of business, would have to pay equal commissions.

The Connecticut Life Report says the companies collected \$616,722,636 premiums last year and paid \$55,786,603 commissions to agents. This is an average of about 9 percent to pay for soliciting, for advances and for office rent. That is a low average. The other expenses are \$38,460,397, including unjust special taxes on thrift, making a total of commissions and expenses, \$94,247,000. This is a grand total of a trifle more than 15 percent of the premiums for expenses. Renewal commissions average 5 percent; commissions on new business average 41.7 percent.

What is Ferguson kicking about? Does he favor state insurance because it creates more offices?

The Ægis Life excess of income over disbursements was \$35,115 but the increase in reserve liability was \$44,894. The net surplus is now \$13,269. The loss in surplus last year was \$15,373. This company is now five years old. If it loses as much in surplus this year the stockholders will face an assessment or a reduction in capital.

"The Gold Standard," by Jno. I. D. Bristol. He is of the common but possibly erroneous opinion that the increased production of gold is possibly responsible for the high cost of living. Therefore, as the purchasing power of the dollar has decreased 30 percent, the amount of life insurance carried by the average man should be increased 30 percent.

LIABILITY INSURANCE

Bichloride of Mercury Tablets in a New Role

The files of our claim department contain records of all sorts of claims, both straight and crooked, but a recent and quite up-to-date attempt to collect, had at least the merit of novelty.

An individual entered the store of a holder of one of our druggists' liability policies in one of the smaller towns and purchased ten cents worth of calomel tablets. Shortly afterward the purchaser called a physician, who found him very ill indeed, vomiting and with a high temperature—apparently in bad shape. Asked what he had been eating, or if he had taken medicine of any kind, he told the doctor that he had taken a calomel tablet. The physician asked to see one and was handed a tablet, which upon analyzation, was found to be bichloride of mercury, and thereafter took appropriate measures for the relief of the patient.

Several days later the erstwhile sick man, who had evidently made a rapid and satisfactory recovery, called upon the druggist from whom he demanded damages on the ground, of course, that he had been sold bichloride of mercury tablets instead of calomel tablets, and produced and handed to our assured three tablets which he stated were among those given him. These were tested and found to be bichloride of mercury tablets, sure enough. Further examination, however, showed that they differed from any bichloride carried in stock in the store, and fortunately, too, we were able to locate a disinterested pharmacist who had happened to be in the store at the time of the sale, and who was able and willing

to testify, if necessary, that he had seen the assured's clerk take the tablets, which were actually sold, from a calomel bottle kept in a part of the store quite some distance from the place where the bichloride tablets were kept. The suspicious nature of the case was further evidenced by the fact that while the claimant called on two occasions at the office of our examiner to whom the matter had been reported, each time bringing with him a different friend, he, through some oversight, introduced the two men by the same name. The whole transaction had such a crooked appearance that it was decided to charge the men with attempted fraud, and finally they were told that unless they left town forthwith, information would be filed with the criminal authorities. The men were strangers and they promptly disappeared, leaving among other mementoes of their visit the unpaid bill of the physician who had presumably saved the life of the alleged victim of our assured's so-called mistake.

The case is interesting because of its somewhat unusual and strictly up-to-date features, and as indicating the extremes to which a certain class of people will go in an attempt to manufacture groundless damage suits; also because it demonstrates clearly the value of a liability policy in a business which, by its very nature, is peculiarly vulnerable to the attacks of just such crooks, which frequently are planned so ingeniously that they can be defeated only by the skillful and firm handling of specialists trained in work of this description, capable from long experience of detecting bogus claims, and, if necessary, of handling them without gloves.—Fidelity & Casualty Monthly Bulletin.

LOOKING BACKWARD

Twenty-Five Years Ago

The business sections of Bakersfield, Ellensburg, Seattle and Spokane were destroyed by conflagrations.

Twenty Years Ago

Appendicitis was "the new disorder."

Damages (\$30,000) caused by the fall of a San Francisco elevator were awarded the victim. The owner had to pay. He then sued the elevator-makers, and claimed \$100,000 damages. He lost.

The directors of the Northern Assurance voted not to withdraw from the United States. Thirteen years later they were sorry.

The rotten great Western Mutual Aid and Mutual Accident associations of Denver still lingered.

The Coast Review published this by Francis Bellamy: "Every American who insures himself at 20 has a prodigious advantage." Bellamy was looking forward.

The Tokio Marine entered California, with M. A. Newell as general agent.

W. S. Pond was appointed agent for the Mutual Life at Seattle.

New fireboat Vaughn placed in service in Portland.

The Guardian withdrew from the United States.

Mrs. Cora Nixon of Seattle sued the Equitable Life for \$10,000 insurance on the life of her deceased husband.

The Pacific Insurance Union took notice of an article in the Coast Review, and resolved that it did not endorse that portion of the Extra relating to the effect of the transfer of the management of the Imperial and Lion. We said then that we thought that the Union made a mistake in taking official notice of any newspaper article. We are still of that opinion. The Lion and the Imperial had been writing at long range.

The Coast Review printed a list of 94 burst Coast assessment bubbles, compiled with care and cost. This list was stolen from this journal by a San Francisco daily paper.

The Orient was represented by W. J. Callingham. Frank M. Avery, Leslie A. Wright and John Morrow were its special agents in this field.

A Spokane fireman lost his life by falling from an aerial ladder, which broke when he had reached the top round, 65 feet from the ground.

Geo. Marcus, general agent for the Transatlantic for twenty years—from 1870 to 1890—died at his home in San Francisco.

The Midwinter Fair brought many insurance commissioners to San Francisco to "examine" California companies.

The water supply of Portland, Ore., was very satisfactory to underwriters. The city was inundated.

The North British & Mercantile funds were \$58,876,365. They are now about double this.

Bernard Derksen, general agent of the retired Scania, returned to Europe to live permanently.

N. B. Whitley was appointed special agent for Brown, Craig & Co. in the Northwest.

The British Columbia Fire Underwriters' Association resolved that in certain districts the expenses of an adjuster should be paid by the loss claimant.

The Ancient Order of United Workmen had 300,000 members.

The Coast Review said "Pushing companies like the Preferred Accident will do the older companies good." This company brought out the first combination policy.

The Standard made a great "scoop" in announcing the withdrawal of the Guardian from the United States—and in its next issue denied the truth of the announcement. But it was true.

INSURANCE OF ALL KINDS

California Broker and the 4 Per Cent Tax

An insurance broker licensed under Pol. Code, § 596, to procure policies from unauthorized companies, may compel the insurance commissioner to credit him with premiums returned, regardless of the calendar year in which they were paid, in determining the amount of the 4 percent tax on premiums.—*People v. Merrill*, 140 P. 1075.

This was a suit brought by Ins. Com. Cooper.

Solicitor Has No Power to Waive a Warranty

In *R. K. Madsen v. Maryland Casualty* the California supreme court has reversed judgment and order of lower court but upholds order of district ct. of appeal. Decision holds that a mere soliciting agent has no power to waive a warranty exacted from insured by insurer.

Canada Report

Supt. Fitzgerald favors us with a copy of the annual report of his department. We note the following existing Canadian fire companies: Acadia, Anglo - American, Beaver, British America, British Colonial, British Northwestern, Canada National, Canadian, Central Canada Manufacturers, Dominion, Equity, Factories, Hudson Bay, Imperial Underwriters, Liverpool-Manitoba, London Mutual, Mercantile, Montreal Canada, Mount Royal, North Empire, North West, Occidental, Pacific Coast, Quebec, Western—25, in a country with about the same population as our American Pacific West. British companies in Canada but not in the United States are: Guardian, Provincial. Total Canadian fire premiums, \$25,784,410, a large gain. Losses, \$14,612,940.

The life premiums total \$38,591,000, a large gain of \$2,882,584. The Canadian companies write about two-thirds of the total. There are 27 Canadian life companies. Only 7 British life companies now

write Canadian business, 7 having discontinued it.

Phoenix Assurance Company

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The Pacific department, under Manager Irving, gained \$66,775 in premiums.

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For the week ending June 25 the bank clearings in the United States was \$2,874,139,000, against \$3,140,333,000 for the same week last year. This is a slump of \$266,194,000.

THE AGENCY

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**From an Address Delivered before the
Ninety-first Meeting of The Insurance
Society of New York, by J. B. Kremer,
Assistant Deputy Manager The Liver-
pool & London & Globe Insurance Com-
pany, Ltd.**

In the evolution of the fire insurance business in this country the agency system, or, as it is sometimes designated, the American agency system, has from its beginning always been of the utmost importance — indeed the very backbone of the business—and yet when a suggestion is made that some one feature of it, treated in other than from a technical viewpoint, would make an interesting topic, one is led to wonder at the apparent narrowness of the field. Therefore I have somewhat broadened the theme and will ask your attention to the general subject of the “agency,” which term brings to our minds instantly that department of our business which is the antithesis of “local.” Local is defined as “limited or confined to a spot, place or definite district,” but the term conveys to us in addition the idea of business offered to the company at the head office, direct. Thus we have a business definition, whilst “agency” conveys its own full meaning, which is “business of one entrusted with the concerns of another.”

“Marine” is generally admitted to be the oldest form of insurance and is claimed by some to have antedated the flood—Noah having been the first to provide indemnity against the perils of water — but fire insurance, so far as we can ascertain, had its beginning early in the 17th century; although without much system until after the conflagration in London in 1666.

An authority states that “this—fire insurance—seems at first to have been in the form of underwriting by individuals, or by clubs, but in 1680 the first regular office for insuring against loss by fire was opened by a combination of persons.” Such was the beginning of what is now our business, and while the system of insuring “at Lloyds” still continues, it is almost entirely superseded by the agency method.

When the first companies commenced operations in this country—and it is interesting to note that

the first American company was organized in Philadelphia in 1752, or about 70 years later than its first predecessor in London—the business was transacted, as at Lloyds, direct with the company. That is, all risks were submitted to the company at its home office and were not in effect until they had by it been accepted. Naturally the writings at first were local, but as the demand for protection increased, branches were established in the larger cities and in this new departure the method in use in foreign countries was followed, inasmuch as at a designated point the company usually appointed an individual to receive applications which were in turn submitted by him to the company, by whom they were either accepted or rejected, but were not in effect until having been so passed upon.

Gradually the territory of a receiving office was increased and more appointments made until in 1807 the first agents were appointed to whom was given authority to commit the company without first submitting the risk, but at a rate named by it. This new departure included, as I have before stated, the more prominent cities only, and, while it may be referred to as having been the foundation of the agency system, the actual building of such system was not actively pursued until 1850, from which time its growth was most rapid.

At first an agent represented but one company, usually in conjunction with some other business, and indeed this system has continued in other countries to the present time. In its beginning this method of representation was ideal because the agent accepted the business of his friends, men well known to him, or as I have heard one of the patriarchs of the business say: the man was insured rather than the property, and our own experience shows us the correctness of this principle. A line is submitted by an agent of the old school with the notation by him, “I know the man,” and we are glad to pass it to the files without reports of a confidential nature, or the familiar suspense notation “Slip Special Agent.”

It is worthy of note also that the most successful mutual companies operate at the present time along the same lines as the stock companies originally did—that is to insure the man rather than the property, and that in the rural communities the greatest competition comes from purely local mutual companies and the results obtained by the older of them are most remarkable. The inability of one company to accept all of the business controlled by its agent, the natural increase in the

number of companies and the even more natural competition along the lines of commission gradually changed this method of representation with the result that the American system had its beginning. This system, as above intimated, almost entirely disregards the idea of one company in an agency, and the number of companies represented by an agent depends upon the volume of his business or the extent to which he desires to keep companies away from his competitor. Strange, from a company standpoint, isn't it? and yet we all know of very many towns where it has been successfully done.

I think of one place in particular, a city, where an agent has successfully done this same thing for many years with the result that there is now in the place no other agency worthy of the name. And of another place, a trifle smaller, in which an agent who a very few years ago had three companies now has thirty-two; also practically all of the business of the town, and he now very, very rarely refuses to take the agency of any company offered. The first mentioned agent has far less ability than the other agents in the other town, but in his town he never permitted a new agent to gain a foothold.

The steadily increasing number of companies and agents of course caused competition to be more and more acute and soon it developed that some sort of co-operation was necessary to correct the ever growing demoralization and to the end that the interests of the companies and the insured might be properly safeguarded. With this in mind therefore there were successively formed in the more prominent cities, organizations of companies which took the form of, and continue as boards of fire underwriters, for the purpose of relieving local conditions, and in 1866 The National Board of Fire Underwriters was organized as a parent organization. Its original purposes were to establish and maintain a system of uniform rates of premium; to promote harmony, correct practices and sound underwriting; to organize and sustain local boards of fire underwriters, and to establish and maintain a uniform rate of compensation to agents and brokers; to repress incendiarism and to devise measures for the protection of the common interests employed in the fire insurance business. From the time of its organization until 1877 the National Board fixed and controlled rates of premium, but during that year the responsibility of rate-making was placed upon the local

boards subject to instructions from the companies. Likewise its attempted control of commission paid to agents and brokers met with such poor success that the "mandatory" rule gradually became "recommendatory," and in 1882 was virtually of no effect. Since abolishing jurisdiction over rates and compensation to agents, the National Board has devoted itself, with great success, to the technical phases of the business, and operates along comprehensive lines for that which is deemed best for the business.

The existing general conditions at the period just referred to have been tersely described as follows: "during 1882 and the years previous the rates on all classes of business had become demoralized to a shocking degree. The National Board which in years before had been the bulwark in restraining reckless underwriting and 'cut rates' had relinquished all supervision of rates. Local boards, which up to this time had existed in nearly every town and city, disbanded and it seemed as though every man were a law unto himself, for it had become a rare exception when a risk of any class could be renewed at the old rate, and all new business was the subject of frightful competition.'

The Permanent Disability Clause in Life Insurance

By W. C. Johnson, Vice President Columbian National Life Insurance Co.

The average man purchases life insurance for the protection of his wife and children. Even though he be in sound physical condition, they need the protection. Their need of the protection, and the probability of their having to depend upon it for support, are many times greater when the insured becomes an impaired risk, and are further magnified when the impairment is of such a serious nature as to result in total and permanent disability, with the probability—or possibility—of the policy being soon converted into a death claim.

The practice of "waiving the premium" in the event of permanent total disability is today followed by a majority of the companies transacting business in the United States, and if it be the proper office of a company to insure a man's life, it is also proper for it to surround the contract with provisions which will give force to the man's intentions when he took the insurance, and secure the protection to his beneficiaries by providing for the continuance of the insurance when it is most needed; namely, when the policyholder has become permanently and totally disabled.

LOOKING BACKWARD

Twenty-Five Years Ago

The business sections of Bakersfield, Ellensburg, Seattle and Spokane were destroyed by conflagrations.

Twenty Years Ago

Appendicitis was "the new disorder."

Damages (\$30,000) caused by the fall of a San Francisco elevator were awarded the victim. The owner had to pay. He then sued the elevator-makers, and claimed \$100,000 damages. He lost.

The directors of the Northern Assurance voted not to withdraw from the United States. Thirteen years later they were sorry.

The rotten great Western Mutual Aid and Mutual Accident associations of Denver still lingered.

The Coast Review published this by Francis Bellamy: "Every American who insures himself at 20 has a prodigious advantage." Bellamy was looking forward.

The Tokio Marine entered California, with M. A. Newell as general agent.

W. S. Pond was appointed agent for the Mutual Life at Seattle.

New fireboat Vaughn placed in service in Portland.

The Guardian withdrew from the United States.

Mrs. Cora Nixon of Seattle sued the Equitable Life for \$10,000 insurance on the life of her deceased husband.

The Pacific Insurance Union took notice of an article in the Coast Review, and resolved that it did not endorse that portion of the Extra relating to the effect of the transfer of the management of the Imperial and Lion. We said then that we thought that the Union made a mistake in taking official notice of any newspaper article. We are still of that opinion. The Lion and the Imperial had been writing at long range.

The Coast Review printed a list of 94 burst Coast assessment bubbles, compiled with care and cost. This list was stolen from this journal by a San Francisco daily paper.

The Orient was represented by W. J. Callingham. Frank M. Avery, Leslie A. Wright and John Morrow were its special agents in this field.

A Spokane fireman lost his life by falling from an aerial ladder, which broke when he had reached the top round, 65 feet from the ground.

Geo. Marcus, general agent for the Transatlantic for twenty years—from 1870 to 1890—died at his home in San Francisco.

The Midwinter Fair brought many insurance commissioners to San Francisco to "examine" California companies.

The water supply of Portland, Ore., was very satisfactory to underwriters. The city was inundated.

The North British & Mercantile funds were \$58,876,365. They are now about double this.

Bernard Dercksen, general agent of the retired Scania, returned to Europe to live permanently.

N. B. Whitley was appointed special agent for Brown, Craig & Co. in the Northwest.

The British Columbia Fire Underwriters' Association resolved that in certain districts the expenses of an adjuster should be paid by the loss claimant.

The Ancient Order of United Workmen had 300,000 members.

The Coast Review said "Pushing companies like the Preferred Accident will do the older companies good." This company brought out the first combination policy.

The Standard made a great "scoop" in announcing the withdrawal of the Guardian from the United States—and in its next issue denied the truth of the announcement. But it was true.

INSURANCE OF ALL KINDS

California Broker and the 4 Per Cent Tax

An insurance broker licensed under Pol. Code, § 596, to procure policies from unauthorized companies, may compel the insurance commissioner to credit him with premiums returned, regardless of the calendar year in which they were paid, in determining the amount of the 4 percent tax on premiums.—*People v. Merrill*, 140 P. 1075.

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The Permanent Disability Clause in Life Insurance

By W. C. Johnson, Vice President Columbian National Life Insurance Co.

The average man purchases life insurance for the protection of his wife and children. Even though he be in sound physical condition, they need the protection. Their need of the protection, and the probability of their having to depend upon it for support, are many times greater when the insured becomes an impaired risk, and are further magnified when the impairment is of such a serious nature as to result in total and permanent disability, with the probability—or possibility—of the policy being soon converted into a death claim.

The practice of "waiving the premium" in the event of permanent total disability is today followed by a majority of the companies transacting business in the United States, and if it be the proper office of a company to insure a man's life, it is also proper for it to surround the contract with provisions which will give force to the man's intentions when he took the insurance, and secure the protection to his beneficiaries by providing for the continuance of the insurance when it is most needed; namely, when the policyholder has become permanently and totally disabled.

The world goes forward and not backward, and this plan of giving broader protection to the policyholder when his need is greatest, has come to stay, and its progress cannot be checked. When the automobile was first introduced, town and county officials used to take steps to regulate or prohibit their use of the roads, because they scared horses. Those same officials are today themselves using automobiles, and have turned their barns into garages.

The companies which have not yet adopted the disability clause are fond of putting out specious arguments pointing out objections to it. The trouble with their arguments is that they are based upon theory, and not upon practical experience. One critic recently suggested that there was bound to be a great difference of opinion as to whether a man was totally disabled or not, and that the fact of total disability could not be established in many cases without litigation. That is the view of those who have had no practical experience in handling disability claims and who want to find objections to the adoption of the practice. As an underwriter dealing daily with policies which include the "waiver of premium" clause, and passing upon claims arising under this clause, I can say that I have not yet seen a claim for the "waiver of premium" where there was the slightest doubt as to the fact of total disability. These claims are not as infrequent as the critics of disability insurance would indicate, and our experience indicates they are wholly of a nature which clearly and permanently disables.

When, for instance, a man is paralyzed as the result of an electric shock, or confined to an asylum because of violent insanity, or to a hospital because of an incurable case of tuberculosis, or to his bed because of locomotor ataxia, there is no room for doubt as to whether he is permanently disabled.

The critics also suggest that the "waiver of premium" provision is not worth much because it does not cover disability arising after age sixty. This is but another evidence of shallow reasoning. The bulk of limited payment or endowment policies are sold at ages under 40, and these policies either have matured or become paid up by sixty. In the case of policies carrying premiums for the whole of life or to an age beyond sixty, the great majority of these are taken at the middle ages of life, and the policyholder has the benefit of the protection afforded by the "waiver of premium"

clause during the period when his children, for instance, have not yet become self-supporting, and when the need for the continuance of the insurance, if the policyholder becomes disabled, is greatest. When, however, the policyholder has reached age sixty, if the policy has not already matured as an endowment or become paid up as a limited payment, his beneficiaries are apt to have grown up and become self-supporting, and be in a position to aid him to continue the insurance if disability intervenes; or, the need of insurance having largely ceased through the fact that the beneficiaries have become self supporting, the policyholder can take his paid-up insurance, or if he prefers, can take extended insurance for a long period of years. This is not true earlier in the history of the policy, where the situation is then different as to the beneficiaries, and where the amount of the paid up value is nominal, or the period for which extension can be procured short.

The truth is that the "waiver of premium" clause gives protection where and when it is most needed, and at a cost so slight to the individual policyholder as compared with the great benefit granted, should he be one of the fairly numerous number who become permanently disabled, that the plan cannot be otherwise than heartily endorsed by those who have had any practical experience in dealing with it. Each year we see companies adopting it which have previously been hostile or lukewarm toward the plan, and when we read criticisms from those which have not yet adopted it, we are reminded of the reply of a well-known bishop who was asked for an opinion concerning Tango dancing. He stated that in the course of his pastoral duties he had not chanced to see the Tango danced, which he suspected was likewise the case with most of those who were so vigorously criticising it in the newspapers.

The "robber barons" of today are the labor union bosses who blackmail contractors and employers with the alternative of a "strike." The "followers" of the barons applaud their blackmailing and bid them kind farewells on their way to serve in prison. Both the character and the efficiency of American workmen are declining.

State Assurance.—Capital, \$350,000; assets, \$1,507,255; fire premiums, \$1,050,250; losses, \$586,290. The State is well represented in this field by H. W. Fores.

Assistant Manager of the Phoenix at New York

Announcement is made by Messrs. L. P. Bayard and P. Beresford, joint managers of the Phoenix Assurance Company, Ltd., of London, England, of the appointment of Mr. Hart Darlington to be assistant manager at the head office in the United States, New York City.

Richards Gets Millers' National

The Millers National of Chicago has entered California for general business and has appointed J. H. Richards as general agent for the state. This company, which began business forty-five years ago, has \$2,021,118 admitted assets and \$681,206 surplus.

Francis V. Keesling, vice-president of the San Francisco Life Ins. Co., who is a candidate for the Republican nomination for governor of California, certainly has the courage of his convictions. He issues a statement in which he says he is for the protection of the vast vineyard industries of the state, on which one-sixth of the population depends for a living.

Manager Driffield of the Pacific Adjustment Bureau, mourns the death of his mother, Mrs. Jane, widow of the late Frederick Simeon Carus Driffield. Mrs. Driffield died on June 28, in Horsham, Sussex, England.

Shirley W. Johnson, a San Francisco fidelity and surety man, died on June 28, aged 38.

The monthly payment business of the Prudential Casualty business in this field has been reinsured in the National of Chicago.

S. J. Johnson, formerly of San Francisco, has been appointed underwriter of the First National, succeeding R. R. Tuttle, who will fight for three years' salary.

The National Commercial Underwriters has been discontinued. Probably the Commercial Fire will.

Los Angeles.—F. K. Urmston and Fred J. Perry, specials and adjusters for the Royal and the Queen, have removed their offices to rooms 1032-36 Merchants National Bank Building, at 6th and Spring streets.

San Francisco Life Insurance Co. Gain

The paid business of this thriving company for the month of June is 40 percent higher than the corresponding month of 1913.

F. S. Danforth, assistant secretary of the Millers National of Chicago, who has been visiting San Francisco, has returned home, after entering his company in California.

Col. Edgar S. Wilson, manager of the Southeastern department of the Fireman's Fund Ins. Co., at Macon, who died June 23, aged 63, was honored by resolutions of respect by the fire underwriters of the Southeast.

Hall Ill at Portland, Ore.—Edward Hall, who has been in the Northwest field for the past forty years is seriously ill. He is resting easy and some hope is entertained of his recovery.

Done.—The Northwestern Mutual has been unable to secure a renewal of its Utah license, on the ground that its reserves are inadequate.

In Arkansas in ten years the fire-riskers have lost money, paying out 10 percent more money than received in premiums. Still, the Arkansawyers think rates are too high and the companies are robbers. Last year's loss ratio was 137.

Sam B. Stoy, manager of the London & Lancashire Guarantee & Accident Company, announces the appointment of S. F. Norwood, at present in charge of the claims department, to the position of local secretary. Mr. Norwood's wide experience, beginning at the head office of the Maryland Casualty at Baltimore, fits him especially well to handle the duties of this important position. The change was necessary on account of the resignation of J. Collins Lee, who joins the surety department of the Hartford Accident & Indemnity Company at Hartford, Connecticut, July 1.

The failure of the five allied Lorimer banks in Chicago will cost the surety companies a large sum. They bonded the funds of the city on deposit—a total of over \$1,000,000.

FIRE INSURANCE

Salem Fire

The old "witch" city of Salem, Mass., had a \$20,000,000 fire this month, with \$12,000,000 insurance loss.

Gross insurances are reported as follows:

Ætna	\$100,000	Aachen & Munich	\$10,000
Atlas	5,000	Agricultural . .	90,000
Alliance, Phila.	20,000	Amer. Central . .	106,000
Caledonian . . .	70,000	Camden	59,000
Capital	40,000	Citizens	4,000
Century	13,000	City of New York	8,000
Com. Union, N.Y.	6,000	Com. Union . . .	115,000
Commonwealth.	13,000	Connecticut . . .	70,000
Continental . . .	300,000	Detroit	77,000
Dubuque	63,000	Fidelity Phenix .	125,000
Fidelity Underw	45,000	Fireman's Fund .	90,000
Franklin	15,000	General, Paris . .	34,000
German Amer. . .	125,000	Germania	150,000
German A., Md.	50,000	Granite State . .	22,000
Girard	25,000	Glens Falls . . .	150,000
Globe & Rutgers	11,000	Hamburg Bremen	57,000
Hanover	40,000	Home	134,000
Ins. Co. of N. A.	80,000	Law Union & Rock	5,000
Liv. & Lon. & G.	95,000	London	90,000
London & Lan . .	54,000	Massachusetts . .	60,000
Merchants, N.Y.	1,600	National	750,000
Newark	8,000	New Hampshire .	68,000
New Jersey . . .	10,000	New York Underw	17,000
Niagara	90,000	North B. & M., N. Y.	5,000
North B. & M. . .	125,000	Northern, N. Y. .	15,000
Northern	30,000	Northwestern Nat.	125,000
Norwich Union	35,000	Orient	50,000
Palatine	40,000	Pennsylvania . . .	100,000
Phoenix Assur.	150,000	Philadel. Underw.	50,000
People's Nat. . .	5,000	Phoenix, Hartford	125,000
Prov. Wash. . . .	43,000	Royal	260,000
Roy. Exchange.	8,500	Reliance	33,000
Queen	100,000	Roch's't'r Ger. Und.	41,000
Rhode Island . .	5,000	Svea	25,000
Springfield . . .	85,000	Standard	10,000
Unit. Firemen's	2,000	Union Assurance .	5,000
Urbaine, Paris . .	28,000	Yorkshire	7,000
Balkan Nats. . .	43,000	Paternelle	40,800
Bulgarian	30,000	Rossia	175,000
Cologne Rein . .	45,000	Russian Rein . . .	8,500
Fire Re., Paris .	10,000	Salamandra	102,000
First Russian . .	7,600	Second Russian . .	40,800
Frankona	5,000	Scandi a	23,590
Jakor	102,500	Swiss Nat.	20,000
Minerva Rein.. .	15,000	Swiss Rein	18,500
Munich Rein. . .	175,000	Warsaw	12,166
Mil. Mechanics.	210,000	Teutonia, Pa. . . .	50,000

Companies definitely reporting their net losses are:

American, N. J.	\$18,000	Boston	\$83,000
Boston	83,000	British America . .	40,000
Citizens	4,000	Ger. Amer., Pa. . .	24,000
Hartford	90,000	Jersey Underw. . .	24,000

Mich F. & M. . .	12,700	North River. . . .	30,000
Old Colony . . .	15,500	United S. Fire . .	5,000
Yorkshire	6,600	Western Assurance	20,000
Williamsburg C	75,000	Virginia.	22,000
Ætna	89,000	American Central.	75,000
Caledonian. . . .	60,000	Commercial Union	97,000
Detroit.	42,000	Fireman's Fund .	80,000
German Amer . .	100,000		
Hanover.	30,000	Liv. & Lon. & G. .	60,000
London & Lane	51,000	National	400,000
National Union	72,000	Norwich Union. . .	25,000
Niagara	75,000	Pennsylvania . . .	80,000
Phoenix, Hart . .	75,000	Phoenix London . .	90,000
Prussian Nat'l .	50,000	Reliance	26,000
Royal	180,000	Scottish Union . .	60,000
Security	145,000	St. Paul	166,000
Svea	20,000	Westchester'. . . .	25,000
State.	2,000	Pelican	10,000
Palatine	28,000	Nord Deutsche . .	64,000
Nat'l. Ben Fran.	75,000	Michigan Com. . . .	45,000
Ins. Co. State Pa.	71,300	Humboldt.	75,000
Home	114,000	Ham. Bremen . . .	28,700
Hamburg.	171,700	Agricultural	75,000
Allemania	90,000	Aachen & Munich.	30,000
German A. Pa. . .	24,000	Citizens Md.	30,000
Fire Assn.	40,000	Firemen's, Newark	200,000
Franklin.	15,000	Connecticut	65,000

The mutuals lost as follows:

Abbingdon. . . .	\$ 12,000	Berkshire	\$ 5,000
Dorchester. . . .	2,500	Holyoke	225,000
Lynn	2,000	Norfolk	10,000
Quincy	20,000	Traders & M. . . .	30,000
Worcester	28,000	State	290,000
Lowell	15,000	Merchants & F. . . .	10,000
Farmers	20,000	Merrimack	45,000
C. & W.	6,000	Michigan Millers . .	6,000
Citizens	3,000	Middlesex	17,000
Grain D.	7,000	Penn. Lumb.	3,500
Fitchburg	2,000	Pawtucket	10,000
Industrial	4,000	Philadelphia Mrs.	3,000
Lowell	16,000	Providence	2,500
Lumber	5,000	Rhode Island. . . .	235,000
Manufacturers.	206,000	Rubber Mfrs	6,500
Mechanics	112,000	Salem	100,000
Mercantile	2,500	Mutuals on mills .	2,400,000

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I have noticed that faultfinders never blame themselves.

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I fawncy that there will be no more "Epi-gramma Cunninghamma," though of course we may expect the jewel "Now and Then" to sparkle semi-occasionally for the Glens Falls.

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I asked a fire man of many summers why he voted for women suffrage and he answered, Because I could not deny to my wife and daughters what I had conceded to be the right of the colored man. Another man answered roughly, Because I want to make suffrage so great a farce that it will some day be curtailed—be limited to persons who pay taxes direct.

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You have noticed that big 57 electric sign near the San Francisco ferry building? Of course. It refers to 57 Post street, which is the home of the San Francisco Life Ins. Co. Of course.

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The tax is in the price.

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Washington shingle mills have closed for an indefinite time. Small demand throughout the country, and employees refuse to consider offer of lower wages.

* * *

Wisconsin requires the companies to report expense of general and special agents within the state, and the cost of ratings, surveys and inspections, and the loss and expense ratios to earned premiums, and a schedule of commissions paid, within the state.

Chas. K. Field, of the New England Mutual Life, who also edits an illustrated magazine, was on July 10 charged by the federal government with violating the federal statutes by publishing photographs of a government fortification. The pictures were taken by an aviator flying over the Panama canal. It is true there was no fortification there when the pictures were taken, but a foreign army might find the fort with the aid of these pictures and a guide, if it did not rain at the time and force the soldiers to carry umbrellas. The charge of the Washington light brigade seems like a practical joke by professional humorists.

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The Kernel is always popular though utty.

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If gaso-l-i-n-e why not kero-s-i-n-e?

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Salem loss reports filed with the state insurance department indicate that the net losses of the companies are greater than they reported.

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Among the numerous candidates for appointment as insurance commissioner of California was F. E. McMullin, a Los Angeles life man. All the insurance editors and publishers in the state, with one exception, were also candidates for this soft snap \$1,000 a year job.

* * *

Mr. Grouch, a 30-minute morning walk will sweeten your temper for the whole day.

* * *

Automobiles are being made in this country at the rate of \$1,000 a week. This may be the reason the times are so hard, money so scarce, and mortgages so plentiful.

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A launch gasoline tank exploded a few yards from Tacoma's shore and the boat instantly caught fire. This accident, with similar loss of life, occurs often. Is it not possible to construct the tank and an encasement in some way which will prevent the spread of the blazing oil?

The world goes forward and not backward, and this plan of giving broader protection to the policyholder when his need is greatest, has come to stay, and its progress cannot be checked. When the automobile was first introduced, town and county officials used to take steps to regulate or prohibit their use of the roads, because they scared horses. Those same officials are today themselves using automobiles, and have turned their barns into garages.

The companies which have not yet adopted the disability clause are fond of putting out specious arguments pointing out objections to it. The trouble with their arguments is that they are based upon theory, and not upon practical experience. One critic recently suggested that there was bound to be a great difference of opinion as to whether a man was totally disabled or not, and that the fact of total disability could not be established in many cases without litigation. That is the view of those who have had no practical experience in handling disability claims and who want to find objections to the adoption of the practice. As an underwriter dealing daily with policies which include the "waiver of premium" clause, and passing upon claims arising under this clause, I can say that I have not yet seen a claim for the "waiver of premium" where there was the slightest doubt as to the fact of total disability. These claims are not as infrequent as the critics of disability insurance would indicate, and our experience indicates they are wholly of a nature which clearly and permanently disables.

When, for instance, a man is paralyzed as the result of an electric shock, or confined to an asylum because of violent insanity, or to a hospital because of an incurable case of tuberculosis, or to his bed because of locomotor ataxia, there is no room for doubt as to whether he is permanently disabled.

The critics also suggest that the "waiver of premium" provision is not worth much because it does not cover disability arising after age sixty. This is but another evidence of shallow reasoning. The bulk of limited payment or endowment policies are sold at ages under 40, and these policies either have matured or become paid up by sixty. In the case of policies carrying premiums for the whole of life or to an age beyond sixty, the great majority of these are taken at the middle ages of life, and the policyholder has the benefit of the protection afforded by the "waiver of premium"

clause during the period when his children, for instance, have not yet become self-supporting, and when the need for the continuance of the insurance, if the policyholder becomes disabled, is greatest. When, however, the policyholder has reached age sixty, if the policy has not already matured as an endowment or become paid up as a limited payment, his beneficiaries are apt to have grown up and become self-supporting, and be in a position to aid him to continue the insurance if disability intervenes; or, the need of insurance having largely ceased through the fact that the beneficiaries have become self supporting, the policyholder can take his paid-up insurance, or if he prefers, can take extended insurance for a long period of years. This is not true earlier in the history of the policy, where the situation is then different as to the beneficiaries, and where the amount of the paid up value is nominal, or the period for which extension can be procured short.

The truth is that the "waiver of premium" clause gives protection where and when it is most needed, and at a cost so slight to the individual policyholder as compared with the great benefit granted, should he be one of the fairly numerous number who become permanently disabled, that the plan cannot be otherwise than heartily endorsed by those who have had any practical experience in dealing with it. Each year we see companies adopting it which have previously been hostile or lukewarm toward the plan, and when we read criticisms from those which have not yet adopted it, we are reminded of the reply of a well-known bishop who was asked for an opinion concerning Tango dancing. He stated that in the course of his pastoral duties he had not chanced to see the Tango danced, which he suspected was likewise the case with most of those who were so vigorously criticising it in the newspapers.

The "robber barons" of today are the labor union bosses who blackmail contractors and employers with the alternative of a "strike." The "followers" of the barons applaud their blackmailing and bid them kind farewells on their way to serve in prison. Both the character and the efficiency of American workmen are declining.

State Assurance.—Capital, \$350,000; assets, \$1,507,255; fire premiums, \$1,050,250; losses, \$586,290. The State is well represented in this field by H. W. Fores.

Assistant Manager of the Phoenix at New York

Announcement is made by Messrs. L. P. Bayard and P. Beresford, joint managers of the Phoenix Assurance Company, Ltd., of London, England, of the appointment of Mr. Hart Darlington to be assistant manager at the head office in the United States, New York City.

Richards Gets Millers' National

The Millers National of Chicago has entered California for general business and has appointed J. H. Richards as general agent for the state. This company, which began business forty-five years ago, has \$2,021,118 admitted assets and \$681,206 surplus.

Francis V. Keesling, vice-president of the San Francisco Life Ins. Co., who is a candidate for the Republican nomination for governor of California, certainly has the courage of his convictions. He issues a statement in which he says he is for the protection of the vast vineyard industries of the state, on which one-sixth of the population depends for a living.

Manager Driffield of the Pacific Adjustment Bureau, mourns the death of his mother, Mrs. Jane, widow of the late Frederick Simeon Carus Driffield. Mrs. Driffield died on June 28, in Horsham, Sussex, England.

Shirley W. Johnson, a San Francisco fidelity and surety man, died on June 28, aged 38.

The monthly payment business of the Prudential Casualty business in this field has been reinsured in the National of Chicago.

S. J. Johnson, formerly of San Francisco, has been appointed underwriter of the First National, succeeding R. R. Tuttle, who will fight for three years' salary.

The National Commercial Underwriters has been discontinued. Probably the Commercial Fire will.

Los Angeles.—F. K. Urmston and Fred J. Perry, specials and adjusters for the Royal and the Queen, have removed their offices to rooms 1032-36 Merchants National Bank Building, at 6th and Spring streets.

San Francisco Life Insurance Co. Gain

The paid business of this thriving company for the month of June is 40 percent higher than the corresponding month of 1913.

F. S. Danforth, assistant secretary of the Millers National of Chicago, who has been visiting San Francisco, has returned home, after entering his company in California.

Col. Edgar S. Wilson, manager of the Southeastern department of the Fireman's Fund Ins. Co., at Macon, who died June 23, aged 63, was honored by resolutions of respect by the fire underwriters of the Southeast.

Hall Ill at Portland, Ore.—Edward Hall, who has been in the Northwest field for the past forty years is seriously ill. He is resting easy and some hope is entertained of his recovery.

Done.—The Northwestern Mutual has been unable to secure a renewal of its Utah license, on the ground that its reserves are inadequate.

In Arkansas in ten years the fire-riskers have lost money, paying out 10 percent more money than received in premiums. Still, the Arkansawyers think rates are too high and the companies are robbers. Last year's loss ratio was 137.

Sam B. Stoy, manager of the London & Lancashire Guarantee & Accident Company, announces the appointment of S. F. Norwood, at present in charge of the claims department, to the position of local secretary. Mr. Norwood's wide experience, beginning at the head office of the Maryland Casualty at Baltimore, fits him especially well to handle the duties of this important position. The change was necessary on account of the resignation of J. Collins Lee, who joins the surety department of the Hartford Accident & Indemnity Company at Hartford, Connecticut, July 1.

The failure of the five allied Lorimer banks in Chicago will cost the surety companies a large sum. They bonded the funds of the city on deposit—a total of over \$1,000,000.

FIRE INSURANCE

Salem Fire

The old "witch" city of Salem, Mass., had a \$20,000,000 fire this month, with \$12,000,000 insurance loss.

Gross insurances are reported as follows:

Ætna	\$100,000	Aachen & Munich	\$40,000
Atlas	5,000	Agricultural . .	90,000
Alliance, Phila .	20,000	Amer. Central . .	106,000
Caledonian . . .	70,000	Camden	59,000
Capital	40,000	Citizens	4,000
Century	13,000	City of New York	8,000
Com. Union, N. Y.	6,000	Com. Union . . .	115,000
Commonwealth .	13,000	Connecticut . . .	70,000
Continental . . .	300,000	Detroit	77,000
Dubuque	63,000	Fidelity Phenix .	125,000
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Liv. & Lon. & G .	95,000	London	90,000
London & Lan . .	54,000	Massachusetts . .	60,000
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Newark	8,000	New Hampshire .	68,000
New Jersey . . .	10,000	New York Underw	17,000
Niagara	90,000	North B. & M., N. Y.	5,000
North B. & M. . .	125,000	Northern, N. Y. .	15,000
Northern	30,000	Northwestern Nat.	125,000
Norwich Union .	35,000	Orient	50,000
Palatine	40,000	Pennsylvania . . .	100,000
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Mich F. & M. . .	12,700	North River. . . .	30,000
Old Colony . . .	15,500	United S. Fire . . .	5,000
Yorkshire	6,600	Western Assurance	20,000
Williamsburg C .	75,000	Virginia	22,000
Ætna	89,000	American Central.	75,000
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I should like to see some life company advertise: We do not charge greater interest on policy loans than our average mortgage rate of interest.

* * *

The editor of a local contemptible, who speaks the Swiss language and has a French name, is preparing to welcome the Swiss navy—if he is not in jail—when it steams into San Francisco bay in 1915.

* * *

Eastern firebugs do not come to the Pacific Coast.

* * *

Since April, 1884, the stockholders of the American Surety have been paid 100 dividends for a total of \$8,287,500.

* * *

I wonder if it is possible for the World's Insurance Congress to overdo the publicity part thus early.

* * *

There are many independent adjusters in the East.

* * *

During the auto parade in San Francisco a shipping tag advertisement was scattered broadcast. It read this way: Free automobile insurance. The Aetna A. & L. Co. will present the holder of the winning number a combination automobile policy free. No. 4376. On the other side was: "Free residence insurance. The holder of the second number drawn will be presented with an Aetna combination residence policy free."

* * *

George Simonton, manager of the Rocky Mountain Fire Underwriters Association at Denver, committed suicide. No explanation.

* * *

A tabulation by the Spectator shows ten years' \$708,000,000 casualty underwriting income and only 1.8 percent underwriting profit. It has long been known that plate glass, liability and surety premiums have been too low for losses, commissions and expenses and taxes. Twenty-two casualty companies have lost money; and so have

eight fidelity and surety companies. One young live stock company has lost 20 percent.

* * *

Mutual Life home office employees held a ladies' athletic meet the other day. The ladies' potato race brought out all the Murphys.

* * *

It now has the seeming, or I dreaming, that the long rife mutualization of the Equitable Life was never seriously considered by the owners who posed the part of generous donors.

* * *

Many a man has lost money because he believed a good man is always honest.

* * *

An opium den adjoined the American Oil and Paint Co. place in San Francisco. This adjacency it is believed caused the \$60,000 fire damage to the paint shop, after the den was raided.

* * *

San Francisco savings banks in the past fiscal year increased \$14,774,388 and are now \$201,000,000. This is a large increase in a year of business depression. We explain the increase as being due to a recent distrust of stocks and bonds. "Listed" securities have been as disappointing as the "unlisted." Failures and half failures, doubts as to dividends and interest, have persuaded small investors to leave their savings with the savings banks, rather than invest in securities which are no longer "liquid" or safe. Only restored confidence in the business world, big crops in the rural world, and the "slaughter" of politicians, can bring into productive activity the savings, the capital of tens of thousands of investors.

* * *

An Alaskan who had his legs mashed in an accident rowed 500 miles to a town to have his legs amputated. That was clear grit. The amputation, however, did not save this plucky William Moore's life.

* * *

Of nearly 75,000 deaths of Modern Woodmen, 11,063 died of tuberculosis. This is over 14 percent.

INSURANCE OF ALL KINDS

Caledonian Insurance Co.

The gross assets of this old Scottish company are \$20,827,645. Of this total, \$17,176,140 are life department funds. The subscribed capital is \$2,687,500; the paid capital is \$538,500. The general premium income, exclusive of the life department, was \$2,454,320. Losses were \$1,221,760.

The Caledonian is doing an increasing and profitable business in this field under the management of A. C. Olds.

Introducing Insurance Commissioner Phelps of California

Mr. Phelps, a former resident of Chicago, where he was secretary of the Insurance Survey Board, but who for some years has been living in Los Angeles, carried a long political pole and "landed" the persimmon office of California insurance commissioner. We trust that he is truly a progressive man, and will honor the position just vacated by E. C. Cooper, to which our Progressive governor has appointed him. J. E. Phelps has been a local agent in Los Angeles, which easy lucrative position he must now surrender in exchange for a \$4,000 hard work job. Mr. Phelps has been secretary of the Los Angeles local board and also vice president of the California state association of local agents. Commissioner Phelps promises a conservative conduct of the office of insurance commissioner, and he says he is not an iconoclast and will do no upsetting things.

Commissioner Fishback's Washington 20th Annual Report is praiseworthy for its meaty character and compactness. It is readable and useful. We hope that the Washington press has freely quoted from this report, as in duty bound. Among the companies admitted recently are La Fonciere Marine and Pacific Coast Fishermen's Marine; also two fraternal. But more companies withdrew. The automobile collision policy controversy is given at length. The total net fire premiums were \$5,050,169, with \$3,022,043 losses incurred—60 percent leaving no profit.

Connecticut Life and Miscellaneous Report

Always a useful annual this. Over 1,000 pages. Nearly \$4,300,000 life assets reported. Rates of life assets to premium reserve is 1.17, and has been falling for four years. Surplus increased \$8,000,000 in 1913. We quote elsewhere from Commissioner Mansfield's introductory comments.

Letter From Great Southern Life Insurance Company

Houston, Texas, June 16th, 1914.
Publishers Coast Review, San Francisco, Calif.

Gentlemen:—Our attention has been called to the fact that in your April number the following statement appeared:

"A Texas life company has reinsured the Great Southern."

As you probably know, this is an incorrect statement and probably arose from the fact that you had noted in the exchanges that the Great Southern had re-insured the Lone Star Life of Dallas and taken over about two and one-half millions of business.

Such a misstatement in regard to our company might not have any especially bad effect, still it is an unfortunate thing in view of the fact that our company has been making such splendid progress and is now not only the largest but the most rapidly growing company in Texas.

We will appreciate your courtesy if you will, in your next number, make a brief correction of the foregoing misstatement.

Thanking you in advance for your courtesy, I am,

Yours very truly,

Carl T. Prime, Asst. Secretary,

Montana life writings gained about a million and a half in 1913. The Montana Life leads with \$3,515,000 and a big gain. The National Life U. S. A. fell off tremendously. The Bankers Life made a large gain, and the Manhattan and Metropolitan made good gains. Two assessment life companies are now in Montana.

Very Complimentary Report on Pacific Coast Casualty

Colorado Insurance Department Specially Investigates and Says the Present Management Has Done Well and the Company's Outlook Is Promising

Our readers interested in casualty insurance are of course familiar with the troubles brought on the Pacific Coast Casualty Co. by the former management. The company was and is all right but the discharged management was all wrong.

President Miller and the new owners took charge and made a thorough "house-cleaning." Green and Frank were "shown the door," and an honest and economical and capable management was installed. The burden of bad business had to be carried for awhile but was unloaded as fast as possible. The company reduced its capital and added to its surplus. Bad business was pruned away and better new business was written.

For the first half of 1914 the premium income has been \$226,834 and the gross income \$245,067. Losses were only 50 per cent, whereas previously they were much higher. Management expenses have been reduced from 86 to 57. These ratios are of course rather misleading, as they are based on "business running off the books." The actual expense experience is more favorable.

Commissioner Epstein says:

"For a six months record this is a fine beginning."

From the commissioner's "finding" we quote:

"I find that the former management left the affairs in a most chaotic state. The present management has done a great deal toward rectifying the conditions which it inherited. It has reduced the loss ratio: it has reduced the expense ratio: it has improved the system of keeping the records of the business."

In conclusion, Commissioner Epstein and Commissioner Done say:

"In view of the marked improvement already manifest and the evident desire of the officers of the company to carry out in good faith the recommendations here made. I am convinced that this company is on the

way to substantial growth and that its future outlook is promising."

At 333

The actual Home office numbers are 331-333-335, with a broad frontage on California street. Here in cheerful new quarters is the California - Nevada - Arizona department of the Home of New York. The sun beams down in the back office through a skylight and makes one forget the rigors of July in San Francisco. The whole office receives the benefit of genial Sol, and the clerks are looking even more cheerful than usual. Everybody is glad the company moved to the new offices.

Panama-Pacific Exposition's First Fire and No Insurance

On the dome of the Food Products Palace, where painters were at work, smoke was seen and frantic shouts were heard. The height of the threatening blaze was about 150 feet. Engines from the fair grounds and from nearby stations came tearing and rattling to the defense but were anticipated by a man with a hand grenade, who extinguished the blaze in oil waste left on the roof by the painters. Whether spontaneous combustion or tobacco-coal or tossed match set the fire seems unknown. Rules prohibit smoking but rules are broken. There is no insurance on any of the fair buildings.

Died.—W. H. Raymond, for many years a special agent for the Liverpool & London & Globe Ins. Co. in the Pacific Northwest, died last week after a brief illness. He had not been feeling well for a year past, it is said, but not until he took a trip along the Alaskan coast were there any serious apprehensions. Mr. Raymond was an agreeable and capable field man, whose visits were welcomed by local agents. He began active business life in Albany, Ore., as secretary of the Farmers & Merchants Fire of that city. He afterwards was with several companies until he joined the Liverpool & London & Globe some twelve years ago. Raymond and Gunn were wont to be much together in the olden days in the North. Let us hope they have again met in Ether World.

Now \$1,000,000 Capital

The St. Paul F. & M. now has \$1,000,000 capital, by transferring \$500,000 from the surplus to the capital. The special reserve fund will be increased to \$500,000. This strong company is represented by Christensen & Goodwin.

Fire Destroys Portland Wharf

Portland, Or., July 5.—Fire this morning destroyed the 800 ft. long Oceanic wharf, owned by Balfour, Guthrie & Co. Ninety minutes later wharf and contents were virtually destroyed. Some 7,500 tons of barley and wheat were piled on the wharf. Loss over \$100,000. This is the third wharf fire this spring.

A value of \$455 for each \$50 share of the Prudential has been fixed by the appraisers. This makes the \$2,000,000 capital stock worth about \$18,200,000. The appraisers allowed par value plus \$13,000,000 of surplus which belongs to the stockholders, \$5,000,000 for good will, and something for the increase in security values this year. The highest price ever paid for shares, sixteen years ago, was about that allowed by the appraisers.

Richmond, Cal., is to have a paid fire department and an active chief hereafter. Fire Chief Roy Le Moine has begun a campaign of inspection which will clean up the city and insure correct electric wiring.

H. B. Clutia will be superintendent of agencies for the Fidelity Underwriters after July 1. He will be assisted by A. P. Lange, formerly of Portland, Ore.

The Fidelity Underwriters will report all its business to the home office in New York, hereafter. It will have a separate field force and a distinct home office management.

Merced, Cal.—C. W. Mitchell of the Board of Fire Underwriters is here, to locate the fire alarm boxes of the automatic fire alarm system, the installment of which is to give this town a 5 percent reduction in rates.

The wife of Oakley B. Osborne, manager of the Columbian National Life in San Francisco, left her home recently, without money, and has not been heard from since. Mrs. Osborne has been ill for several months.

With Home a Half Century

Secretary A. M. Burtis next month completes fifty years of service with the Home of New York. This half-century event is recognized by the company with a gold medal and a presentation letter by President Snow, who said: "We recall also, as we write, the honored names of others whose labors you shared and whose confidence you enjoyed and it seems to us especially fitting in your case, having your service to the Home in mind, that personally and as a type of the legion of loyal employes to whom we ascribe the greatest measure of credit for what the company is today, you should receive at our hands this golden token of our regard and kindest wishes."

English Benevolent Society Impaired

The "Northampton" (the U. K. Postal, Tele. and General Civil Service Benevolent Society) has been actuarially examined and found to be impaired \$4,000,000.

The supreme court of California, in the "bonds are not negotiable instruments" case, has denied the losing plaintiff a rehearing.

The Southern Surety has retired from Washington and British Columbia.

Shingle-roofs "queered" Salem.

San Francisco.—More hydrants and cisterns are needed in the Richmond district, reports a battalion chief to Chief Murphy. He says there are no hydrants on Lake between 16 and 19 aves., nor on California between 14 and 18 aves., nor on Clement between 15 and 20 aves., nor on California from 24 ave. to ocean beach, nor on Clement from 32 ave. to beach. This district is all wood and growing very fast.

Detroit is a lightning city. A "bolt" struck a paper house, set it on fire, and destroyed \$200,000 worth. Many fire signal boxes were burned out. Everybody can't live on the Pacific Coast.

The manufacturers' mutuals of New England have cut their average "dividends" from 93 to 78 percent. This builds no needed surplus.

Marine Insurance Business in Washington
in 1913

	Net Premiums Written	Losses Incurred
Aetna	\$11,026 15	\$6,659 08
Alliance	4,699 00	* 1,475 01
Boston	304 50	* 8,273 01
Brit. and Foreign Marine . .	18,684 65	2,263 00
Canton Ins. Office	26,136 36	. . . . .
Commercial Union	475 24	175 40
Continental	31 15	. . . . .
Federal	11,423 41	1,043 09
Fireman's Fund	73,107 50	* 54,433 17
Hartford Fire	6,801 41	. . . . .
Home	820 35	. . . . .
Indemnity Mutual	1,721 79	78 06
Ins. Co. of North Amer . .	37,336 41	* 27,475 87
Manheim	10,842 60	2,838 78
Marine	2,913 06	101 50
Nord Deutsche	239 04	. . . . .
North China	1,251 78	. . . . .
Phoenix Assurance	7,887 16	4,053 78
Providence-Washington . .	7,244 32	1,702 32
Standard Marine	19,409 57	1,625 50
St. Paul Fire and Marine . .	22,722 71	7,317 97
Subscribers at U. S. Lloyds	10,874 62	2,935 83
Switzerland General	15,478 90	19,604 16
Thames & Mersey	33,611 59	16,812 57
Union Marine	11,234 25	* 8,426 54
Western Assurance	7,641 73	4,375 48
Yangtze	27,305 33	19,405 31
Totals	\$371,224 58	\$191,075 43

* Includes automobile insurance.

The National Assn. of Life Underwriters announces that the topic selected for the prize essay contest for the year 1914 is: "Woman's Interest and Influence in Life Insurance." The essays are limited to one thousand words each. The contest is open to each member of every local association belonging to the National Association. Each competitor should submit his essay type-written in triplicate and identified only by a number marked on each copy and also on a sealed envelope containing his name and address and the name of his association—all to be forwarded in one enclosure to Everett M. Ensign, corresponding secretary, 56 Pine street, New York City, on or before August 15, 1914.

Labor Union Incendiaries

It is known that strikers have always tried to burn the property sheltering non-union workers. Two recent instances are in San Francisco and in Oakland-across-the-

bay. Property of employers who refuse to accede to demands of organized labor are fired and dynamited, often by the paid agents of labor unions and sometimes by their irresponsible members. Perhaps if a sign announced "this property is fully insured" the lawless workmen bent on revenge would know it to be silly, as well as dangerous to commit arson.

The Merry Ha-ha

We have had a little controversy or misunderstanding with an Eastern publishing firm which gathers and has faith in newspaper reports of fires and their origin. The original contract was quite plain and satisfactory, and gave us undisputed title to certain "documents"; but the New Yorkers claim that a new contract gave them title to them, which are of the value of about \$80. Now they didn't have the courtesy nor the sense to show the alleged contract nor a copy thereof. We therefore declined to surrender these papers until assured of the ownership. Besides, the claimants already have copies of them.

A boorish person, representing, naturally, the New York people—we had almost said pirates—under the protection of the sheriff's deputies, a writ and a bond, entered our office and took some things which we claimed and still claim to be our own, and they were taken to the sheriff's office. We had a return writ, gave similar bond, and returned in triumph from the sheriff's office with "the goods," for which we really did not care, they being of no value to us and not needed by us. But we were determined to recover them and give the New Yorkers and their kindred servants the merry ha-ha.

Our attorney, Oliver Dibble of the Mills building, did some very clever work and checkmated every crooked or other move on the legal board. The fool plaintiffs have had all their work and costs for naught. They had but to show the alleged new contract and ask for "the documents."

Insurance of hogs against cholera is the latest, the insurer to name the serum and the veterinary to use it.

CHIPS

—Manager Avery of the Fire Association and the Philadelphia Underwriters will plant agencies in British Columbia and Alaska this fall.

—Looking over some of our high-piled exchanges, we pause to remark that the May issue of the Hartford Agent was a specially useful and interesting paper.

—California has had a newspaper man, a merchant, a politician, and several lawyers, occupying the office of insurance commissioner, and now for the first time a man who has had some experience as an insurance man.

—Mrs. Bluett, the insured nurse who lost her life inhaling gasoline flames at Auburn, and who made her comrade nurse the beneficiary of her life insurance, was a sister of A. F. Fitzgerald of San Luis Obispo, a local agent and a singer.

—The Montana Insurance Report, by Commissioner Keating, shows a gain of \$117,000 in fire premiums, bringing the total up to \$1,456,214, with 49 per cent loss ratio for American companies, and \$540,086 premiums (a loss) for foreign companies, with a loss ratio of 66.

—Gus Heuer, now in the bond business, has returned from a visit to the East. He says general business and financial conditions are admittedly very unsatisfactory there, and that the control of more than one small fire company is being offered with no takers. Capital finds better things in sight than fire insurance stock or control.

—Fire.—Manager Porter of the Fire Underwriters Inspection Bureau issues an interesting summary of the work accomplished in six months in San Francisco, Los Angeles, Portland, Seattle, Tacoma, Spokane, Oakland, Alameda, Berkeley, Salt Lake and Ogden. Altogether, 22,426 buildings were inspected, San Francisco leading with 7,887, Los Angeles next with 4,509. The latter city is far in the lead, with 285 gasoline tanks installed, on San Francisco only 9. In changes made, San Francisco, Los Angeles and Portland each had over 7,000.

—The Liverpool & London & Globe will write hail insurance.

—The Pacific Mutual Life now has, probably, \$31,000,000 assets and over \$150,000,000 insurance in force.

—Fire Marshal Towe of San Francisco has returned from his annual vacation. He now has light and roomy offices at 633 New City Hall.

—Sorry we did not meet Commissioner Epstein of Colorado, formerly of San Francisco, who called and left this memorandum: "Came in to pay my respects to the editor of a paper which I always read with interest."

—Vice President Whitney Palache of the Hartford Fire, who has been re-visiting this Pacific field, returned home via the Northwest, where he took hasty surveys of the growing cities there. Mr. Palache at the home office looks after the Pacific West interests of his great company.

—The New Orleans papers and the Herald-Argus of Atlanta vied with each other in expressing the cordial good will of the insurance people of the South for the departing Thomas H. Anderson, recently the assistant manager of the New Orleans office of the Liverpool & London & Globe but now the assistant manager of the Pacific department at San Francisco. Mr. Anderson has returned from New Orleans and is now a Californian quite to the manner born.

—That "Raid."—An unspeakable contemporary, representing kindred spirits in New York, laid claim to some property with ownership in dispute, and having no gentlemanly instincts brought a sheriff's deputy for his protection and rudely seized said property, after crawling along the floor and smelling the envelope boxes and the closet contents. As when a certain small animal invades our chicken-coop, we promptly fumigated the office. This is no reflection on the sheriff's deputy, who is a gentleman. The property was returned to us by order of court. The ownership is still in dispute though a matter of no importance.

—The San Francisco Life is issuing some attractive new policies.

—The Pacific Mutual Life has over 50,000 policyholders in California.

—Best's Life Insurance Reports, 1914, received as we go to press.

—The Metropolitan Life will write group health and accident insurance.

—Best's Insurance Reports, Fire and Marine, 1914, received as we go to press.

—Best's Policy Analysis and Dividend illustrations, 1914 edition, received as we go to press.

—The Indemnity Exchange Mutual of Los Angeles and A. M. Warren now wish they had not.

—Field men should look over our field men's directory on the backside of our advertising section, and see if corrections are needed.

—The St. Paul F. & M. now has \$10,249,327 assets and \$3,963,853 surplus to policyholders. Large gains in both respects. Christensen & Goodwin of San Francisco, the general agents, are accordingly and properly pleased.

—The Fidelity and Phenix now has \$15,487,561 assets, a gain of nearly \$530,000 in six months. Unearned premiums increased nearly a quarter-million, and total premiums increased largely. Net surplus gained nearly \$78,000.

—The Continental of New York presents these semi-annual totals: Assets \$28,115,274, net surplus \$15,088,209, cash capital \$2,000,000, unearned premiums, \$9,401,162. Large gain in assets, some gain in surplus, good gain in reinsurance reserve.

—We invite criticism on the article on the second regular reading page. We are the first to make the suggestion that life insurance companies should not try to make money "off" their policyholders who are forced to borrow money from them on the security of their legal reserves. Why should a big life company charge its policyholders 6 percent interest on a perfect security and yet accept 4 or 5 percent from real estate owners with no better if as good security?

—Boise, Id.—Michell, Lewis & Staver farm implements store. Loss \$70,000. July 10

—Special Agent R. H. De Lappe, of the Christensen & Goodwin agency, recently lost a daughter by tuberculosis. His friends will be further grieved to hear that another daughter of Mr. De Lappe is ill, possibly with the same dread disease.

—Portland. — Oceanic dock and warehouse insurance: Caledonian \$19,000, California \$5,000, Continental \$1,400, Fireman's Fund \$2,500, German American \$5,000, Hartford \$20,000, London Assur. \$5,000, New Hampshire \$6,000, New Zealand \$10,000, Norwich Union, Royal, Springfield and Yorkshire \$5,000 each, London Lloyds \$140,000. July 17.

—The Home of New York now has \$34,246,173 assets, a gain of over \$1,106,000 since January 1. The net surplus July 1 was \$10,391,672, a gain of about 319,000. Premiums for the half year, \$7,741,099 with 55 percent losses. The increase in reinsurance reserve was \$840,938, showing a tremendous increase in new business.

—Faithful and Able Fire Marshal. — In no city or state is there a more capable fire marshal than Chas. Towe of San Francisco, nor one who has rendered more service to the people and to the fire underwriters. But the contemptible Underwriters Sport sneers at him and says that "he is said to have nearly caught a gang of incendiaries" years ago, and he "dresses like a fireman on parade." A swift kick would fit this crime better than hanging, but it would be better still for somebody to put an end to M. Peeve with a well directed but soft blow with a stuffed club.

OPPORTUNITY FOR GOOD LIFE AGENT

One of the leading Pacific Coast Agencies has exceptional opportunity for a trained fieldman of good producing ability. Must be large personal producer with ability to train other men.

Inquiries addressed to the Editor of the Coast Review will be treated confidentially, and divulged to no one except intended employer.

—Life.—The regular meeting of the Life Underwriters' Assn. of San Francisco will be held July 30 at 6 p. m. The application of Felix M. Locker of the West Coast Life will be acted on.

—Redding, Cal.—(This is no special fake dispatch, such as appears in the Underwriters Skunk.) A. G. Perslet came to town yesterday and took out \$5,000 accident insurance. On his way home with this new policy for his wife he was struck by a locomotive, thrown down a bank, and killed.

—The Kentuckian, a big American-Hawaiian freighter, developed a severe case of colic in its hold, July 12, at San Francisco. The underwriters are pained, as the loss may be \$40,000. The cause of the fire may have been the spontaneous combustion of a cargo of "steel wool" stowed with merchandise in the ship's stomach alias "hold." Two fireboats and several land engines administered instant relief. About 800 tons of cargo in this hold was burned, despite the entire flooding.

—Oakland, Cal.—A large hot air balloon escaped from its keepers in Idora Park, and "lighted" on Louis Pizzole's saloon. Roof caught fire, but the brave firemen charged the fierce animal from the park zoo, and out went the fire.

—Sacramento Man in Trouble.—Sam'l H. Gilbert was arrested, July 15, on a charge of embezzlement. He is an insurance and real estate agent and is specifically charged with collecting and retaining \$108 premium on a \$10,000 policy. It is said that Gilbert's shortage is \$6,000.

—Fifth Annual Report of the Commissioner of Insurance of Utah received. Submitted to the governor by Willard Done, Commissioner. We learn that the firemen's fund tax is still being contested. Fire premiums totaled \$919,374. A gain of \$1,054. Losses were \$550,300, a gain of about \$152,000. Loss ratio was practically 60 percent. Therefore underwriters, as a whole, made no money in Utah in 1913. The average rate is declining.

The Only Company

TO SELL INSURANCE FOR IN CALIFORNIA IS THE



PACIFIC MUTUAL LIFE

which has over

50,000 Policyholders in California

in its Life and Accident Departments

Organized 1868

Admitted Assets over \$30,000,000

HOME OFFICE, LOS ANGELES, CALIFORNIA

Queen

Insurance Company
Of America, N. Y.

NET ASSETS, (JAN. 1, 1914) . \$9,980,013.15

NET SURPLUS, " . 3,961,146.00

E. F. BEDDALL

President

N. S. BARTOW

Secretary

GEO. W. BURCHELL

Vice-President

Gross Assets ^{JAN. 1} 1914 \$107,521,857

Exclusively Fire Assets 46,783,587

Net Surplus - - 17,380,987

Losses Paid - - 260,831,312

Transacts Largest FIRE Insurance Business of any Company in the World

GEO. CHAPPELL, Manager

J. J. ATKINSON, Sub-Manager

LIVERPOOL, ENGLAND



DEPARTMENT OFFICES: Boston, New York, Chicago, Atlanta
San Francisco, Montreal.  Agencies in all principal Cities and Towns

ROLLA V. WATT, Pacific Coast Manager

JOHN T. FOGARTY, Assistant Manager

FREDERICK B. KELLAM, Branch Secretary

ROYAL INSURANCE BUILDING, SAN FRANCISCO

SPECIAL AGENTS: Frank M. Gilcrest, H. R. Burke, J. K. Urmston
J. B. Walden, D. L. Stewart, C. D. Gabrielson, E. P. Eldred,
J. H. Banks, F. J. Perry, J. T. O'Brien, R. S. Folger, Matt B.
Evans, C. A. Luhrs (automobile).

FIRE

Germany.—The late Fritz Schroeder, manager Aachen & Munich, is succeeded by Adolph Harbers.

The Alliance of London has over \$117,500,000 assets.

The German Security of Louisville has reinsured.

The Equity Fire of Toronto has quit, as we have been expecting. The National-Ben Franklin gets this non-board company's business. We have been warning against the Equity for two years past. Its loss ratio last year was 80.

The Florida Fire & Casualty is impaired about \$100,000.

San Francisco, July 1.—Union hotel, 912 Michigan, badly damaged by fire early this morning.

LIFE

The Chicago Assn. of Life Underw. has resolved to advertise life insurance in the monthly magazines. Good idea if generally and fitly done.

“Why pay premiums to cover commission?” is the way the London Life Association offers \$5,000 at death at an annual premium at age 35 of \$144 or \$28.80 per thousand.

The Royal Arcanum has discontinued its half-assessment loan to members over 65 years old. At this age the assessment is to decrease one-half and remain level to age 70, when a cash surrender value is promised.

The Life Extension Institute will extend its services to employers of labor, regardless of the non-existence of life insurance.

Fire and Automobile Insurance**American of Newark**

Chartered in 1846

Capital Stock	- - -	\$1,000,000.00
Liabilities	- - -	5,452,043.92
Special Reserve Fund	- - -	300,000.00
Net Surplus	- - -	3,252,859.29
Total Assets	- - -	\$10,004,903.21

Pacific Branch Office, San Francisco, Cal.

GEORGE O. HOADLEY, Manager

Thos. H. Williams, Asst. Mgr.

LIFE

The receiver of the State Mutual Life of Rome, Ga., is looking for a reinsurer. What's the matter with the International of St. Louis?

Boston. — Paul S. Burns, with the Mutual Life here for nearly a quarter-century, has been appointed manager for the company, succeeding T. Howard Lewis.

The Equitable free medical examination service appears to be widening the scope of its operations up to the point of the worth while. At first it seemed a fake.

FIRE

Kalama, Wash., July 25. — Sawmill plant and lumber of Mountain Timber Co. on Columbia river front burned. Loss \$300,000.

Oakland, July 23. — Warehouse 387 5th st, fire from bomb. Second fire.

House of August Joaquin 161 2nd st., bomb caused fire.

Corner 18th and San Pablo ave., five stores under one roof burned: were only one story high and cheaply constructed. July 23, '14.

The Globe & Rutgers, after reinsuring the Louisville, refused to permit resident agents to make the customary indorsements on reinsured policies and required that all policies be canceled at short rates, with the exception that if the business was desirable and was reinsured for the full term pro rata cancellation would be allowed. The Tennessee insurance department insisted that unless the company authorized agents to make the usual indorsements and to authorize pro rata cancellations its license would be canceled. The company then agreed to do so.

Fire

Automobile

Marine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	59,256,504
Total Liabilities, including re-insurance reserve	49,292,061
Cash Surplus to Policyholders	9,964,423
Total Amount of Claims Paid	186,673,461

Assets in United States Held by Trustees, \$7,441,934

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE

558 Sacramento St.

San Francisco

E. T. NIEBLING, Manager

R. C. MEDCRAFT, Assistant Manager

A suffragette, 90 feet tall and with a name of equal proportions, stands at the center of "The Zone" of the Panama-Pacific International Exposition. The lady's name is Miss Panama Pankaline Imogene Equalrights and she is clad in the latest style. More than 500 yards of cloth are required for this style. She carries a drum and a flag labeled "Votes for Women."

The president and directors of the Panama-Pacific International Exposition are giving their services without a dollar of salary. In addition to the time given to the work of exposition building they are put to heavy expense by the frequent luncheons and dinners given to foreign commissioners and distinguished guests in San Francisco on exposition business.

NEW

MONTHLY INCOME BONDS

NEW

A new idea added to the Popular Monthly Installment Insurance. Gives the Agent a ready opening by gaining the prospect's willing attention. Complete Line, Life, Limited Pay, Endowments

For Contracts, address L. B. Messler, Director of Agencies
Home Office

SAN FRANCISCO LIFE INSURANCE COMPANY

San Francisco, California

Southern California Territory, Address W. H. Cramer, President

SOUTHERN AGENCY COMPANY

1129 Marsh-Strong Bldg., Los Angeles, Cal.

NEW

Territory in Washington, Oregon, California, Arizona, Nevada

NEW

ORGANIZED 1797

The Norwich Union Fire Insurance Society, Ltd.

Of Norwich, Eng.

ASSETS OVER \$10,000,000

LOSSES PAID OVER \$100,000,000

Northwestern Fire and Marine Insurance Co.,

Of Minneapolis, Minn.

Assets, - \$995,596

Capital, - \$300,000

Surplus, - \$334,591

PACIFIC DEPARTMENT

J. L. FULLER, Manager

332 Pine Street,

SAN FRANCISCO

Pacific Coast Department

Aachen & Munich

Fire Insurance Company

430 California St., - - San Francisco, Cal.

A. C. OLDS, Manager



Main Offices
56 Cedar Street

ORGANIZED
APRIL 13th, 1853

THE HOME Insurance Company NEW YORK

ELBRIDGE G. SNOW,
President

The completion of SIXTY YEARS finds THE HOME in the premier position among the Insurance Companies of the world not only in respect of FIRE ASSETS and SURPLUS to POLICY-HOLDERS—but with an unexcelled record for fair dealing in every emergency as well as in ordinary routine—with an unsurpassed equipment, and with the ability as well as the readiness to serve the public, its agents and brokers.

1792—FIRE INSURANCE AUTOMOBILE INSURANCE—1914

Insurance Co. of North America

OF PHILADELPHIA

ASSETS, \$17,938,783.51

Alliance Insurance Company

OF PHILADELPHIA

ASSETS, \$ 2,288,274.81

PACIFIC COAST DEPARTMENT :

JAMES C. JOHNSTON, General Agent

J. K. HAMILTON, Asst. General Agent

Security Building, 343 Sansome St. SAN FRANCISCO

SPECIAL AGENTS

- | | |
|------------------------------|-------------------------------|
| A. C. WRIGHT, San Francisco | F. J. MAYER, San Francisco |
| W. F. KUHL, Los Angeles | G. F. GUERRAZ, Seattle, Wash. |
| M. H. REEVES, Spokane, Wash. | G. L. CAMP, Billings, Montana |

GENERAL

Department of the Interior Publications

- Bulletin 73. Brass-furnace practice in the United States, by H. W. Gillett. 1914. 298 pp., 2 pls., 23 figs.
- Technical Paper 45. Waste of oil and gas in the Mid-Continent fields, by R. S. Blatchley. 1914. 57 pp., 2 pls., 15 figs.
- Technical Paper 70. Methods of recovering oil in California, by Ralph Arnold and V. R. Garfias. 1914. 57 pp., 7 figs.
- Technical Paper 73. Quarry accidents in the United States during 1912, compiled by A. H. Fay. 1914. 45 pp.
- Technical Paper 75. Permissible electric lamps for miners, by H. H. Clark. 1914. 21 pp., 3 figs.
- Technical Paper 35. Weathering of the Pittsburgh coal bed at the experimental mine near Bruceton, Pa., by

- H. C. Porter and A. C. Fieldner. 1914. 35 pp., 14 figs.
- Technical Paper 72. Problems of the petroleum industry; results of conferences at Pittsburgh, Pa., Aug. 1 and September 10, 1913, by I. C. Allen. 1914. 20 pp.
- Technical Paper 74. Physical and chemical properties of the petroleum of California, by I. C. Allen, W. A. Jacobs, A. S. Crossfield, and R. R. Matthews. 1914. 38 pp., 1 fig.
- Applications should be addressed to the Director of the Bureau of Mines, Washington, D. C.
- Varden and Ray, English champion professional golfers, received \$500 a day for playing in this country.
- C. H. Williamson is the new general agent for the U. S. Casualty at San Francisco.

CASUALTY

The California Accident Association of Los Angeles, operated by E. G. Brazier, has been compromising claims by paying some 16 cts. on the dollar. B. is from Chicago, where he was manager of the German National Life.

The California industrial accident commissioner has ruled that wood alcohol poisoning is an industrial accident where incurred in the course of employment, as in the case of a painter who lost his eyesight.

The New England Casualty took an automobile collision damage suit for its insured, and lost for him \$5,000 worth; and then denied liability. The company took charge of the case without notifying the insured that it did not consider itself liable under the policy.

The Prudential Casualty has retired from California for somebody's good.

The National Surety has taken over the surety business of the Citizens Trust & G. of West Virginia.

GOOD AGENTS WANTED

THE

West Coast Life Insurance Co.

Home Office: West Coast Life Building, Northwest Corner
Pine and Leidesdorff Streets, San Francisco

ORIGINAL AND ATTRACTIVE
ORDINARY AND INDUSTRIAL

Policies Which Meet With Instant Favor

OFFICERS— THOS. L. MILLER, *President*
C. O. G. MILLER, *Vice-President*
JULIAN SONNTAG, *second Vice-President*
WILLIAM C. HAMMOND, *Secretary*

Health and Accident Insurance

KIMBALL C. ATWOOD, *President*
WILFRID C. POTTER, *Secretary*

The Preferred
Accident Insurance Co.
OF NEW YORK.

Assets, January 1, 1914	\$2,981,585 43
Surplus and Reserve (including Capital) for the Protection of Policyholders	2,608,958 71
Claims Paid, Over	9,000,000 00
Voluntary Reserve for Contingencies	100,000 00

HEALTH AND ACCIDENT POLICIES

The Best Insurance for Business and Professional Men The Easiest Insurance for Agents to sell
Liberal Commissions and Renewal Contracts to Good Men

GEO. C. FARRELL, Manager Pacific Coast Dept.

456-457-458 Mills Building, San Francisco

THE FIDELITY & CASUALTY CO. OF NEW YORK

92 Liberty Street, New York, N. Y.

ANNUAL STATEMENT, DECEMBER 31, 1913

Assets	\$11,063,356 70
Liabilities	8,055,163 65
Capital	1,000,000 00
Surplus over all liabilities	2,008,193 05
Losses Paid to December 31, 1913	44,841,703 50

This company issues contracts as follows :

Fidelity Bonds; Surety Bonds; Accident, Health, and Disability Insurance; Burglary, Larceny, and Theft Insurance; Plate Glass Insurance; Liability Insurance; Employers, Public, Teams (Personal Injury and Property Damage), Automobile (Personal Injury, Property Damage and Collision), Physicians, Druggists, Owners and Landlords, Elevator, Workmen's Compensation; Steam-Boiler Insurance, Fly-Wheel Insurance.

Pacific Coast Department: { California—CHAS. J. BOSWORTH, General Agent, Merchants Exchange
San Francisco. Washington and Oregon—SEELEY & CO., 111 S. 10th
St., Tacoma; Coleman Bldg, Seattle; Board of Trade Bldg, Portland.



The Prudential Policy

presents clear facts. People accept it accordingly.

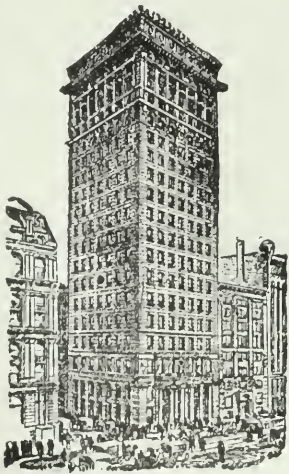
AGENTS WANTED

THE PRUDENTIAL INSURANCE CO. OF AMERICA

FORREST F. DRYDEN, President.

Home Office, NEWARK, N. J.

Incorporated as a Stock Company by the state of New Jersey.



Prevent Losses

through dishonesty. Our special short form Insurance

Bond guarantees absolute protection.

American Surety Company

OF NEW YORK

The Largest Surety Company in the World

RUDOLPH SPRECKELS, RESIDENT VICE-PRES.

JAMES K. LYNCH, RESIDENT VICE-PRES.

CHARLES A. SHURTLEFF, Counsel

R. D. WELDON, Manager, Pacific Coast District

Brewster Cameron, Jr., Acting Mgr. for Northern California and Nevada

Merchants National Bank Bldg. San Francisco. Telephone Kearny 1099

IN Athens 2300 years ago short-hand was written by strokes representing vowels and consonants. There is now in the British Museum a waxen tablet inscribed with symbols looking not unlike short-hand scratches of today. This tablet was made about 1700 years ago. "There is nothing new under the sun." In the time of Caesar slaves and freedmen wrote in short-hand.

The Pioneer German Fire Insurance Company in America



Hamburg-Bremen Fire Insurance Company

HAMBURG, GERMANY

Organized in 1854

Entered United States in 1858

Total Losses Paid in the United States, \$27,000,000

United States Branch : 123 William Street, - NEW YORK

H. N. KELSEY, Manager

Pacific Department: 340 California Street, - SAN FRANCISCO, CAL.

MACDONALD & MILES, Managers

AGENTS WANTED IN UNREPRESENTED POINTS

CONNECTICUT MUTUAL LIFE INSURANCE COMPANY

President JOHN M. TAYLOR, Hartford, Conn.

Insurance in force, 91663 Policies for - \$218,304,660

WHAT NO OTHER COMPANY HAS DONE

To repay to its Policyholders in Death Claims, Endowments, Dividends, Surrender Values, Annuities and other credits more than they have paid to it in premiums. It stands alone in that result.

Total Premiums received, Dec. 1, 1846, to Dec. 31, 1913	-	-	-	-	\$287,442,080.61
Total returned to Policyholders, as above noted, in same period	-	-	-	-	296,862,956.74
Excess of amount returned	-	-	-	-	9,420,876.13

PACIFIC COAST DEPARTMENT

WILLIAMSBURGH CITY FIRE INS. CO.

Organized 1853

MERCHANTS FIRE ASSURANCE CORPORA'N

Organized 1910

NEW BRUNSWICK FIRE INSURANCE CO.

Organized 1826

NORTH RIVER INSURANCE CO.

Organized 1822

UNITED STATES FIRE INSURANCE COMPANY

Organized 1824

WM. W. ALVERSON, Manager

374 Pine Street, - - San Francisco, California

FIRE and AUTOMOBILE INSURANCE

Special Agents } R. R. Roper, San Francisco A. M. Lovelace, Portland AMPLE FACILITIES for Handling
 T. H. Keleher, Los Angeles W. T. Booth, Spokane Large Lines.

PHILADELPHIA.—At the recent meeting of the Fidelity Mutual Leaders Club a speaker said: Do the necessary things. You are doing the necessary things. I am a believer in Philadelphia because we are doing certain necessary things here. We cover 218 lines of manufactures out of the 264 the census takes cognizance of. We have more people of the fifth generation of skilled labor than anywhere else in the world; that is, their great-grandfathers were working at the same trade. We have got the acquired skill, inherited, and certain conditions that animated the German guilds. It is commercial power that tells today.

Our Directory of Pacific Coast Fieldmen

Special Agents are invited to send us corrections

Aetna

San Francisco—H. F. Mills
E. V. Culver, G. F. Roberts
Los Angeles—H. E. O'Brien
J. A. Gallagher
Seattle—F. H. Rhoads
Spokane—G. S. Mariner
Butte, Mont.—Jno. P. Breeden

Atlas

Denver—Wm. Manning
Seattle—A. E. Ehrhorn
San Francisco—F. H. Elster
Craig Owens
Spokane—E. K. Lower
Los Angeles—H. R. Jackson

Bertheau, Selbach & Bertheau

San Francisco—I. D. Schnabel
Los Angeles—R. L. McCulloch

Edward Brown & Sons

San Francisco—Wm. H. Hill,
W. H. Gibbons, L. M. Hale
W. B. Westlake
Los Angeles—Chas. Van Valkenburg
Seattle—W. P. Porep
Spokane—A. Wendler
Salt Lake—J. P. Hague

California

San Francisco—J. W. Warner, Asst. Sec.
H. C. R. Buswell, Supt. of Agen's
John M. Clayton
Los Angeles—Leigh H. Robins
Seattle—A. N. Lindsay, C. M. Rupe
Portland—B. A. Sifford

Connecticut & Westchester

San Francisco—Guy Francis, Asst. Mgr.
C. W. Von Tagen
Los Angeles—L. P. Stephens
Portland—James S. Reed
Salt Lake—W. S. Ferris
Spokane—John M. Gordon

Chapman & Nauman Co.

San Francisco—Edw. B. Fleming
Seattle—Jas. B. Trumbull

Christensen & Goodwin

San Francisco—R. De Lappe
Geo. T. Gray, Carl A. Truitt,
H. R. Hackett
Los Angeles—E. B. Flack
Seattle—Wm. F. Zwick
Spokane—Walter A. Frazier
Portland—Fred Tebben
Helena—John B. Fritsch
Boise—L. L. Dibble

James F. Cobb Co. Inc.

San Francisco—R. H. Jenkins
Los Angeles—W. W. Jaquette

Commonwealth of N. Y.

Helena—O. Unmack

Continental and Fidelity Underwriters

San Francisco—F. P. Wilson
A. G. Nason & Co.
Sacramento—Jay C. Wickler
Los Angeles—G. L. McIntire
Portland—W. A. Williams
Spokane—J. A. Carlson
Denver—L. S. Day, Arthur E. White
W. O. Campbell
Seattle—G. L. A. Lauer

Curtis & Gordon

San Francisco—
Clarence L. Greenwalt
Portland—E. C. Morgan
Los Angeles—Leo L. Gibson

Fireman's Fund

San Francisco—R. D. Hunter
Samuel Simmen, John J. Hammond, Kenneth Brown,
A. E. Webber, Bayard E. Nourse
Miran R. Swett
Los Angeles—Weldon D. Whelan
Chester A. Swift
Geo. D. Gilmore
Portland—H. B. Tickner
Seattle—Frank L. Emerick
Spokane—Jas. R. Quick
Denver—F. G. White, W. P. Coffey
Frederick R. Lanagan
S. E. Norton
Dallas—C. C. Wright, J. H. Snell
J. C. Evans
Helena—C. D. French

Fire Association and Philadelphia Underwriters

San Francisco—Thos. F. O'Grady
Charles L. Barsotti, Howard W. Hogan
Los Angeles—Geo. F. Staniford
Portland—F. J. Alex Mayer
Helena—Percy B. Churchill
Denver—L. D. Griffin

Fidelity-Phenix of New York

Portland—A. P. Lange
Spokane—Charles L. Bailey
Los Angeles—F. E. Alderson
Sacramento—H. R. Wickler

Germania Fire

Portland—Fred S. Penfield
Spokane—P. L. Welte
San Francisco—Z. M. Boyer

George O. Hoadley

San Francisco—Alex J. Cartwright
Portland—A. H. Jackson
Spokane—F. J. Root
Los Angeles—Mark B. Harris
San Francisco—Frank Cleaves, Jr.

James H. de Veuve & Co.

Seattle—B. D. Smalley, H. A. Canfield
Spokane—B. D. Smalley Jr.
Portland—D. T. Child
San Francisco—Earl de Veuve

Dixwell Hewitt

San Francisco—Geo. E. Devine
M. E. Spaulding, R. E. Dollard
Wm. S. Dennis, L. H. Earle
Los Angeles—P. H. Griffith
E. E. Price
Portland—J. J. Dennis
Spokane—Neil Stewart
Salt Lake—Chas. E. Miller

Home, New York

San Francisco—Harry L. Roff,
J. J. Sheahan, H. W. Wagenet
E. A. Sheahan, G. W. Madison
Los Angeles—Chas. Quitzow
James S. Snyder
Portland—J. D. Coleman,
John C. Fox, B. L. Barry
Spokane—Vernon B. McDowell
Salt Lake—Junius Young,
Great Falls—Benn A. Scott

Ins. Co. of North America & Alliance

San Francisco—A. C. Wright
F. J. Mayer
Seattle—G. F. Guerraz
Los Angeles—Wm. F. Kuhl
Spokane—M. H. Reeves
Billings, Mont.—Gilman L. Camp

Law Union & Rock and Union Assurance

San Francisco—E. M. Brodenstein
Branch Sec'y; J. Percy Carroll,
Supt. of Agencies
F. A. Stahl, Noah L. Nelson
Los Angeles—F. F. Richards
Portland—
Spokane—Nye Kern
Denver—M. B. Boothby

Liverpool & London & Globe

San Francisco—R. H. Rountree
Harrison Houseworth
Chester S. Myrick, Geo. J. Janes
Los Angeles—R. F. Brush
Logan B. Chandler
Portland—
Walla Walla—F. E. Atkins

London & Lancashire and Orient

San Francisco—W. B. Hopkins, local
sec'y; Geo. Ormond Smith
Agency Supt.; G. T. Richmond
Sacramento—Wm. W. Gilmore
Los Angeles—J. P. Yates, Agency
Supt.
Portland—G. L. Goodell
Denver—Nicholas Gardner
Seattle—David H. Parry
Salt Lake—N. W. Clayton, Jr.

London

San Francisco—Wm. H. Hackett
Supt. of Agencies
Phillip R. Weinmann, Ben L.
Penfield
Los Angeles—C. W. Rohrer
Portland—Gus J. Roth
Seattle—P. J. Perry
Spokane—J. E. Johnsen
Denver—T. S. Heath

Macdonald & Miles

San Francisco—R. H. Jenkins
Los Angeles—A. L. Merritt
Seattle—Frank B. Benson

E. T. Niebling

San Francisco—John E. Cosgrove,
Supt. of Agencies
F. J. H. Manning, Geo. F. Heuer
Los Angeles—Walter H. Young
Portland—H. E. Parkhurst
Spokane—Geo. W. Swan
Salt Lake—L. M. Fisher, Jr.

New York Underwriters Agency

San Francisco—V. H. Quitzow
A. C. Anderson
Los Angeles—H. Harry Smith
Seattle—A. E. Bailey
Spokane—H. B. Hagen
C. W. Hawkhurst

New Zealand

San Francisco—D. A. Parker
Los Angeles—C. P. Lyndall
Portland—W. G. Fortmann
Denver—Fred Williams

North British and Mercantile

Seattle—E. J. Young
Spokane—P. W. Gedney
Los Angeles—Chas. Harris
San Francisco—F. J. Schoeneman
C. F. Milliman, G. W. Dearborn
Denver—E. C. Willey
Portland—H. E. Smith
Helena—Oscar Unmack

Northern

Sacramento—L. C. Holloway
Los Angeles—G. Mueller
Portland—D. Ross Atkinson
Seattle—Geo. F. Guerraz
Helena—E. C. Fotheringham

Northwestern National

Portland—G. F. Nickerson
Seattle—A. M. Jones
Los Angeles—W. E. Labry
San Francisco—C. W. Greene
H. L. Clark
Tacoma—L. S. Frudenberg
Spokane—S. E. De Long

National Union

San Francisco—
Seattle—Henry G. Green
Los Angeles—William M. Stodghill

Norwich Union

Los Angeles—F. C. Staniford
San Francisco—William L. Wallace
Portland—A. W. Giesy, H. W. Randall

A. C. Olds

San Francisco—Pau' St. John
Los Angeles—Warren Campbell
Sacramento—E. E. Panabaker
Portland—Chas. A. Colvin

Edwin Parrish

Portland—Chester A. Deering
Spokane—John A. Carlson
Los Angeles—R. H. Reynolds
Sacramento—W. D. Young
San Francisco—R. T. Boyd, O. D. Baldwin, C. C. Trowbridge

Pennsylvania

San Francisco—S. P. Mesick, F. J. Agnew, Supt. of Agencies
F. A. Lathrop
Oakland—F. J. Agnew, Supt. of Agen.
Los Angeles—A. C. McConnell
Portland—Chas. V. McCarthy

Phoenix, London

San Francisco—Otho N. Hall
Munro English, Chas. R. Stone
Geo. A. Yocum
Portland—Edwin C. F. Knowles
Spokane—J. Robb Gay, Wm. J. Morin
Los Angeles—Victor L. McNaill, B. J. Kellner

E. E. Potter & Sons

San Francisco—E. G. Potter,
Supt. of Agencies; H. G. Davis
Los Angeles—C. H. Gatchel
Seattle—C. R. Kerns
Bozeman—C. E. Dunlop

Royal and Queen

San Francisco—F. M. Gilcrest
J. E. Walden, Fred. H. Farr
R. S. Folger
Fresno—E. P. Eldred
Los Angeles—J. K. Urnston
F. J. Perry
Sacramento—D. L. Stewart
Portland—H. R. Burke
Seattle—Matt B. Evans
Salt Lake—J. H. Banks
Salem, Or.—C. D. Gabrielson
Spokane—J. T. O'Brien

Springfield

San Francisco—Geo. C. Coddling
Frank H. Young, H. K. Nourse
Los Angeles—J. E. Crandall
Portland—J. F. R. Webber
Seattle—C. H. Anderson
Salt Lake—L. B. Rogers

Scottish Union & National and State Assurance

San Francisco—J. H. Fuller
Rollin M. Kelley
Los Angeles—Chas. F. E. Niemann
Tacoma—Fred W. Gaston
Spokane—H. C. Edmundson
Denver—John M. Hopkins, J. L. Reams

Geo. H. Tyson

San Francisco—Harry Benner,
superintendent of agents;
J. B. Hatcher, H. L. Cope
Douglas Parker, Robt. R. Weber
Los Angeles—
E. R. Holland
Sacramento—E. F. Hewitt
Portland—W. Harvey Wells
Seattle—W. T. Burwell
Tacoma—Walter F. Higbee
Spokane—F. O. Vincent
Salt Lake City—Arthur A. Ferns

C. H. Ward

San Francisco—M. E. Page
Los Angeles—R. H. Davis
Portland—E. A. Parsons

Wayman and Henry

San Francisco—W. W. Cleveland,
J. R. Kenna, E. P. Caine, John
A. Faull, J. N. Waters
Los Angeles—Edward A. Rowe
James F. Boylan
Portland—E. R. Thompson
Seattle—Bruce Kaltz
Spokane—W. S. Gill, C. B. Harris
Denver—C. S. Hill, H. R. Schroeter

Western and British America

Seattle—H. P. Hildreth
San Francisco—C. W. Stone

Appraisers

San Francisco—J. P. Treanor
Portland—Wm. B. Honeyman

GERMANIA

FIRE INSURANCE COMPANY,

NEW YORK.

ORGANIZED 1859.

Statement, January 1, 1914.

Cash Capital, - - -	\$1,000,000 00
Assets, - - - - -	7,260,197 27
Net Surplus, - - -	2,596,266 99
Surplus for Policyholders	3,596,266 99

HEAD OFFICE

Cor. William and Cedar Sts.

FIRE

Rufus Meddling Potts of Illinoy has been checked by the underwriters agencies with an injunction.

It is probable the Salem fire started in a barrel containing collodion mixture.

Los Angeles.—E. W. Mangson of a St. Louis adjusting company has joined the Peckham Co., adjusters for the insured.

Chicago has seven fire insurance patrols.

The Western Union meets in Niagara Falls, September 16.

A Blue Goose Pond is "installed" in Salt Lake City.

The Standard Fire has increased its capital to \$1,000,000.

Caledonian Insurance Company, of Scotland

FOUNDED 1805

"THE OLDEST SCOTTISH INSURANCE OFFICE."

UNITED STATES HEAD OFFICE: Caledonian Building, 50-52 Pine St., New York
CHAS. H. POST, U. S. Mgr. R. C. CHRISTOPHER, Asst. U. S. Mgr.

CALEDONIAN AMERICAN Insurance Company THE SCOTCH UNDERWRITERS

PACIFIC COAST DEPARTMENT: San Francisco, Cal., 430 California Street

A. C. OLDS, Manager Balfour, Guthrie & Co., Directors

FIELD REPRESENTATIVES:

CHAS. A. COLVIN, Supt. of Agencies, Portland, Or. WARREN CAMPBELL, Special Agt. Los Angeles
ED. E. PANABAKER, Special Agt. Sacramento, Cal. PAUL ST. JOHN, Special Agent, San Francisco

THE LONDON ASSURANCE CORPORATION OF LONDON

Cash Assets, . . . \$24,899,825.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS — C. W. ROHRER, Los Angeles, Cal.; ROD E. SMITH, Portland, Oregon;
T. S. HEATH, Denver; J. E. JOHNSON, Spokane; P. R. WEINMANN, B. L. PENFIELD, San Francisco.
PERCY J. PERRY, Seattle.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. HACKETT, Supt. of Agents

Pacific Branch—Southeast corner Sansome and Pine Sts., San Francisco

FIRE

The Sun of London did not lose a dollar at Salem.

Pinole, Cal., June 29.—Hercules Powder Plant had a \$5,000 fire today. Powder magazines in danger.

Redding, Cal., June 28.—Antone Favroli suffered a broken leg, the destruction of his cabin home and the loss of \$120 in a landslide at the Iron Mountain mine Wednesday. A boulder rolled down the gulch, crashed through Favroli's cabin, knocked him down and passed over his leg. A landslide followed and swept away his trunk containing his savings.

Baker, Ore., June 18.—Fire originating in a residence swept the business section of the mining town of Greenhorn. Eight buildings were destroyed. The loss is \$15,000.

Chicago.—Nathan Spira, found guilty on an arson charge and sentenced to serve from one to twenty years, must serve the sentence. He is an insurance adjuster and was indicted along with several other persons in the uncovering of Chicago's arson "ring."

San Francisco.—Three wooden buildings at Mission and Grace streets were burned at 6:45 o'clock early on a June morning, ruining the stock of three concerns and causing a loss of \$20,000, partly covered by insurance. After a stubborn fight of an hour, the fire was confined to the walls of the three wooden structures. The fire started in the second hand furniture store at 1345 Mission street, owned by M. Powers and James P. Wyman. They are the heaviest losers.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . \$25,000,000.00

ASSETS IN UNITED STATES, \$2,826,707.00

Office : **430** California Street, San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

ACCIDENT

Notwithstanding the fact that the personal accident underwriter has felt that the automobile, as a menace to life and limb, had filed his cup of sorrow to the brim, another hazard has appeared on the scene to worry and annoy him. The latest is the "tango," which is proving a liberal contributor to the list of injuries reported to the various companies writing accident insurance. Since the advent of the new dance there have been many cases of broken legs and arms and of sprained ankles and wrists, for which indemnity

has been paid. Only recently, one company paid a handsome lump sum, under elective benefits and operation fee, to a prominent business man who, while rehearsing some tango steps at home, tripped and fell, breaking his wrist. The question now is, will devotees of the new dance be placed on the prohibited list, or will some company evolve a policy paying double indemnity to the man who has the hardihood to such chances.—Insurance Post.

Canada. — Monarch Fire control passes to Metropolitan Fire.

ONE HUNDRED AND FOUR YEARS OLD

North British & Mercantile

Insurance Company

Of London and Edinburgh

Pacific Department of the United States Branch, 76 William St., New York City

ASSETS OF THE UNITED STATES BRANCH
(which are but a small part of total fire assets of the Co.)

\$9,139,794.00

E. G. RICHARDS, Manager**W. S. BERDAN, Deputy Asst. Manager****GEORGE M. WARD, Resident Sec'y Local Dept.**

234 Pine Street, San Francisco, California.

Field Representatives—E. J. Young, 201 American Bank Bldg, Seattle, Wash.; P. W. Gedney, 504 Empire State Bldg., Spokane, Wash.; E. C. Willey, 1645 Tremont St., Denver, Colo.; C. Harris, 515 Title Ins. Bldg., Los Angeles; H. E. Smith, 224 Henry Bldg., Portland, Or.; G. W. Dearborn, F. J. Schoeneman, C. F. Milliman, San Francisco.

AGENTS WANTED

Every Company that advertises wants Permanent Agents. Have you any business? Are you about to change companies? Are you newly engaged in Insurance? Do you intend to go into the business?

THEN

Hustle! Get busy! Write to our Advertisers. Don't be verbose nor uncertain. Don't write from Los Angeles or Portland or Seattle and ask some big company, Are you represented here? Of course the company is represented there. Probably it is represented everywhere. But it may be contemplating a change, or its present agent may be flirting with the special of another company.

It Will Do No Harm

to get on the waiting list. It is legitimate for you to write modestly, "Consider me an applicant if you want another agent here." "I control \$—— in premiums." "My business is chiefly ——." "I want a company, and if you are unrepresented in this town or contemplate a change of representation let me submit particulars to you."

If you can write some life or accident business on the side or exclusively, the live companies which advertise are

Looking For You

They will give you the glad hand and the warm eye. They will pay you a handsome commission, too.

Scottish Union and National

**Insurance Company
Of Great Britain.**

Organized 1824,

North American Branch:

Hartford, Conn.

**JAMES H. BREWSTER,
MANAGER.**

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.

JOHN M. HOPKINS, State Agent,
JOHN L. REAMS, Special Agent,
706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

H. C. EDMUNDSON, Realty Building,
Spokane, Wash.,
Montana and Idaho

H. W. FORES, San Francisco, Cal.,
General Agent, California, Nevada, Arizona.

**SAN FRANCISCO OFFICE:
409 California Street**

THE TRAVELER finds Italy a great growing nation, full of vigor and happiness. San Marino, in the heart of Italy, is a republic. It has its own laws, courts and rulers, and its own postage. The laws are those of olden Rome. The supreme power is invested in two regents, elected every six months and ineligible for re-election. The standing army numbers 19. Each regent is paid \$30 for six months service. The orator at the inauguration gets \$1.

FOREIGN COMPANIES

CAPITAL. NET SURPLUS, YEAR ORGANIZED.	FINANCIAL CONDITION					INCOME		EXPENDITURES			RATIOS		PACIFIC DEPT.		
	JANUARY 1st.	GROSS FIRE ASSETS	LIABILI- TIES	SURPLUS AS TO POLICY- HOLDERS	REINSUR- ANCE RESERVE	NET PREMIUMS RECEIVED	TOTAL INCOME	TOTAL EXPENDI- TURES	LOSSES PAID	EX- PENSES	LOSSES TO PREMIUMS	EXP. TO PREMIUMS	PREMI- UMS RECEIVED	LOSSES PAID	LOSS RATIO
Phoenix Assurance London, 1782.	1914	3,890,965	2,402,492	1,488,473	2,145,235	2,418,820	2,574,937	2,537,163	1,244,338	1,111,978	51.4	42.8	446,444	235,300	52.7
	1913	3,872,789	2,414,267	1,458,922	2,074,165	2,369,173	2,545,884	2,429,925	1,318,910	1,019,322	59.9	43.0	379,669	158,635	41.7
	1912	3,772,690	2,355,711	1,416,979	2,058,310	2,431,874	2,596,827	2,499,227	1,472,592	1,006,416	60.5	41.4	402,606	187,036	46.4
	1911	3,588,702	2,350,176	1,238,526	2,028,249	2,496,270	2,633,832	2,360,643	1,251,457	1,016,448	50.1	40.7	381,658	193,835	50.8
	1910	3,398,159	2,215,554	1,182,605	1,928,102	2,412,756	2,515,748	2,244,236	1,239,434	1,004,802	51.3	41.6	398,211	178,704	44.6
Prussian National Stettin, 1845.	1914	2,011,587	1,335,247	676,339	1,202,413	1,103,970	1,169,339	1,086,779	583,640	447,192	54.5	38.8	203,548	131,582	64.6
	1913	1,962,189	1,321,148	641,011	1,183,840	1,116,086	1,179,231	1,110,643	580,660	479,983	52.0	42.1	205,253	147,535	49.9
	1912	1,914,393	1,279,629	631,764	1,134,191	1,110,847	1,192,162	1,080,419	589,910	489,276	53.1	44.0	221,377	110,069	49.7
	1911	1,803,796	1,182,692	621,104	1,068,367	1,043,482	1,106,649	1,035,174	546,056	437,778	52.3	41.9	182,177	66,114	36.3
	1910	1,763,693	1,188,659	575,034	1,022,078	1,043,746	1,098,561	887,925	475,612	412,313	44.1	40.9	162,816	65,028	39.3
Royal (Home Office) Liverpool, 1845.	1914	46,783,587	27,194,090	19,589,497	17,597,348	23,758,573	25,335,675	23,347,752	13,130,393	8,116,809	55.2	34.1	1,124,834	598,255	53.2
	1913	46,914,394	27,051,274	19,893,120	17,511,937	23,999,151	25,435,126	22,731,726	12,563,647	8,276,095	52.3	34.4	1,223,922	499,624	40.8
	1912	44,632,557	25,771,809	18,860,748	16,224,253	22,387,739	23,768,911	21,662,842	12,185,314	7,724,191	54.4	34.5	1,278,367	446,505	34.9
	1911	42,303,828	24,487,046	17,816,782	15,827,192	22,145,798	23,459,547	20,639,628	11,488,359	7,616,847	51.8	34.8	1,292,389	455,318	35.5
	1910	39,648,588	19,326,741	16,102,847	14,550,967	20,787,096	21,993,020	19,991,385	10,436,825	7,125,724	50.2	34.2	1,297,827	487,641	37.2
Royal Exchange Assurance London, 1720.	1914	2,887,996	1,841,479	1,046,517	1,614,839	1,956,852	2,504,657	1,905,694	1,130,160	775,534	57.7	39.4	112,876	48,332	42.8
	1913	2,738,433	1,831,665	906,768	1,508,998	1,916,600	2,138,233	1,973,882	951,165	728,685	49.6	38.0	101,399	45,529	45.0
	1912	2,593,741	1,592,143	1,001,597	1,353,258	1,614,130	2,133,995	1,752,127	832,613	672,580	51.5	41.6	138,797	65,490	47.1
	1911	2,220,862	1,454,220	766,641	1,260,154	1,430,155	1,515,137	1,497,759	764,395	596,592	53.4	41.7	134,899	64,697	47.9
	1910	2,226,265	1,407,922	813,343	1,224,769	1,423,066	1,772,913	1,500,969	887,722	613,247	61.1	43.0	117,646	56,079	47.6
Scotch Underwriters Edinburg.	1914	2,250,445	1,613,838	636,607	1,450,322	1,451,283	1,547,403	1,302,021	739,797	562,224	51.0	38.7	...	...	...
	1913	2,115,589	1,556,576	619,013	1,397,007	1,420,815	1,525,723	1,473,254	877,918	544,742	61.7	38.3	...	...	...
	1912	2,140,571	1,580,122	560,450	1,402,322	1,474,303	1,582,634	1,515,924	793,668	569,921	53.8	38.6	See	Caledon	ian
	1911	2,078,919	1,499,183	579,736	1,326,748	1,469,089	1,573,251	1,503,671	731,055	563,879	49.8	38.4	...	...	...
	1910	2,064,694	1,440,813	623,881	1,274,710	1,411,627	1,504,186	1,192,444	667,303	525,141	47.2	37.2	...	...	...

i Incurred

... Sample Page Coast Review Fire Chart ...

American Central INSURANCE COMPANY
of St. Louis Established 1853
Assets, \$5,549,279 Surplus to Policyholders, \$2,410,275 Losses Paid, \$26,531,745

St. Paul F. & M. INSURANCE COMPANY
of St. Paul, Minn. Established 1865
Assets, \$8,785,319 Surplus to Policyholders, \$3,351,370 Losses Paid, \$44,006,102

LLOYDS PLATE GLASS INSURANCE COMPANY, NEW YORK

Mercantile F. & M. UNDERWRITERS **Minnesota** UNDERWRITERS
of St. Louis of St. Paul
Assets, \$5,549,279 Assets, \$8,785,319
Surplus to Policyholders, 2,410,275 Surplus to Policyholders, 3,351,370

TERRITORY—California, Oregon, Washington, Idaho, Montana, Utah, Nevada and Arizona

CHRISTENSEN & GOODWIN, Managers

Pacific Department:—235 to 241 SANSOME STREET, SAN FRANCISCO.

Fire Association

Organized 1817 Of PHILADELPHIA Began on Coast 1873

Paid \$1,835,930 San Francisco Conflagration Losses

Cash Capital, - \$ 750,000.00 Cash Assets, - \$9,154,808.16
Net Surplus, - 2,558,864.84 Policyholders Surplus, 3,308,864.84

PHILADELPHIA UNDERWRITERS

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets, - \$26,907,330.00 Surplus to Policyholders, - \$12,185,135.00

Net Losses Paid in San Francisco in 1906, - - \$5,064,178.03

FRANK M. AVERY, Manager California, Arizona and Nevada

Special Agents: T. F. O'GRADY, San Francisco; GEO. F. STANIFORD, Los Angeles
315 California Street, - - - San Francisco

**Coast Review 1913
INDEX**

Copies can be had by addressing the publisher
1103 Merchants Exchange Bldg.,
San Francisco

BOOK OF FORMS

This new Book of Forms is now under way. The Forms are those adapted to the Pacific Coast. The price will be \$1.50, or possibly less. Will be published by The Coast Review, San Francisco.

FIRE

Frame bldg at nw corner Bryant and Main, July 2, destroyed saloon and lodging house of Michael McClure. Supposed cause gasoline stove.

Stevenson, Wash., July 5.—At 3 this morning a full block of buildings destroyed.

Porterville, Cal., July 4.—Moore opera-house badly damaged by fire. Ins. loss, \$4,000.

Bovil, Id., July 4.—Fire destroyed a business block, with \$85,000 loss.

Pacific Department, Insurance Exchange, San Francisco

CONNECTICUT WESTCHESTER

FIRE INSURANCE CO.

FIRE INSURANCE CO.

OF

OF

HARTFORD

NEW YORK

ESTABLISHED 1850

ESTABLISHED 1837

BENJ. J. SMITH,
Manager

GUY FRANCIS,
Asst. Manager

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by
the State of Massachusetts

Incorporated 1849

Total Assets \$ 10,943,902 88

Total Liabilities 8,612,529 02

Net Surplus 2,331,373 86

SURPLUS TO POLICYHOLDERS, \$ 4,331,373.86

NEWARK

Fire Ins. Co.

of Newark, N. J.

Oldest Fire Insurance Company Chartered by
the State of New Jersey

Incorporated 1811

Total Assets \$ 2,009,892 77

Total Liabilities 1,401,859 21

Net Surplus 608,036 56

SURPLUS TO POLICYHOLDERS, \$ 1,108,033.56

OFFICE: KOHL BUILDING,

Corner California and Montgomery Streets, San Francisco

GEORGE W. DORNIN, Manager **JOHN C. DORNIN, Asst. Manager**

SUPERINTENDENTS OF AGENCIES

J. F. R. WEBBER GEO. C. CODDING L. B. ROGERS J. E. CRANDALL C. H. ANDERSON
FRANK H. YOUNG H. K. NOURSE

San Francisco.—Fire in the Pacific Box Factory lumber yard, July 3, did some damage. Place, North Point and Taylor.

CALIFORNIA COMPANIES

CAPITAL. NET SURPLUS. YEAR ORGANIZED.	FINANCIAL CONDITION					INCOME		EXPENDITURES			RATIOS		PACIFIC DEPT.		
	GROSS FIRE ASSETS	LIABILI- TIES	SURPLUS AS TO POLICY- HOLDERS	REINSUR- ANCE RESERVE	JANUARY 1st.	NET PREMIUMS RECEIVED	TOTAL INCOME	TOTAL EXPENDI- TURES	LOSSES PAID	EX- PENSES	LOSSES TO PREMIUMS	EXP'S TO PREMIUM	PREMI- UMS RECEIVED	LOSSES PAID	LOSS RATIO
California	1914	\$ 1,140,865	\$ 549,229	\$ 591,636	\$ 350,680	\$ 482,561	\$ 546,977	\$ 563,925	\$ 290,969	\$ 195,825	% 60.3	% 40.3	\$ 472,112	\$ 194,510	% 41.0
San Francisco, 1905.	1913	1,268,300	593,007	675,293	518,492	493,910	573,521	617,184	315,919	220,894	63.9	44.7	486,112	151,335	31.1
E. T. Niebling, President;	1912	1,320,465	702,748	617,717	619,824	756,615	823,855	693,856	276,743	357,113	36.8	47.6	488,920	127,311	26.0
W. E. Dean, Vice-Pres.;	1911	1,176,749	600,164	576,585	545,136	682,437	738,950	689,875	317,655	300,225	46.5	44.0	464,106	138,039	29.7
Geo. W. Brooks, Secretary	1910	1,144,803	550,878	593,925	500,423	723,009	768,745	634,217	271,853	302,364	36.9	41.2	403,159	144,895	35.9
Capital \$100,000	1909	978,605	401,376	577,229	338,030	478,692	531,917	410,079	139,836	210,243	29.2	43.9	378,477	140,121	37.2
Net Surplus \$191,636	1908	795,987	244,739	551,188	232,855	389,933	676,261	296,184	141,001	154,394	36.1	39.6	413,768	107,887	26.0
	1907	372,115	102,257	269,858	118,035	211,449	2,291,208	1,924,093	1,845,912	78,181	873.0	37.0	181,022	1,839,189	1016.0
	1906	428,863	44,753	384,110	39,703	77,283	471,083	45,298	6,615	36,683	88.6	50.0	61,074	6,289	10.3
Capital Sacramento, 1911.	1914	326,641	34,742	291,899	27,276	42,071	62,077	44,346	12,811	31,535	59.0	71.1	28,522	11,700	41.5
Capital \$ 250,000	1913	312,172	11,103	301,069	9,241	14,367	26,319	17,375	724	. . . . .	. . .	. . .	14,367	724	. . .
Net Surplus 41,899															
Fireman's Fund	1914	9,861,871	6,113,626	3,751,245	5,118,514	7,462,946	7,862,811	7,071,688	3,931,563	2,878,043	52.6	38.2	1,443,028	726,667	50.3
San Francisco, 1863.	1913	9,268,924	4,664,191	4,604,731	3,812,354	5,472,766	5,850,333	5,137,012	2,903,266	2,042,084	53.0	37.3	1,364,514	714,725	52.4
B. Paymonville, President;	1912	8,649,592	4,568,131	4,081,461	3,714,708	5,487,674	5,819,139	5,261,708	3,047,481	2,037,227	56.5	37.1	1,512,633	661,803	43.7
J. B. Levinson, Vice-Pres.;	1911	8,070,629	4,184,249	3,886,381	3,390,131	5,002,234	5,346,677	4,653,286	2,585,878	1,842,409	51.6	36.8	1,298,074	584,188	45.0
Louis Weinmann, Secret y.	1910	7,431,402	3,916,545	3,514,857	3,180,066	4,645,112	4,918,493	4,092,919	2,207,735	1,730,184	47.5	37.2	1,200,194	503,612	41.9
H. P. Blanchard } Asst. Secs.	1909	6,452,212	3,642,573	2,809,639	2,941,902	4,217,267	4,464,083	4,061,486	2,368,151	1,536,335	56.1	36.4	1,095,541	429,144	39.2
John S. French }	1908	5,938,099	3,531,177	2,406,922	2,870,729	5,756,265	6,272,011	4,282,972	2,136,860	2,146,112	37.1	37.3	1,158,857	1,343,918	116.0
A. W. Follansbee, Jr., M. Sec.	1907	3,270,574	1,757,814	1,512,731	. . . . .	1,359,322	6,935,833	7,603,115	6,915,703	647,412	508.8	50.6	867,235	6,240,069	719.5
Capital \$1,500,000	1906	7,204,436	3,514,408	3,690,028	3,031,730	3,921,480	4,179,785	3,515,779	2,113,865	1,281,914	53.9	32.7	1,111,399	473,930	42.6
Net Surplus 2,251,215	1905	6,526,440	3,292,528	3,233,912	2,875,715	4,265,388	4,492,357	3,812,548	2,263,922	1,429,326	53.0	33.5	1,237,465	526,862	42.6
	1904	5,838,820	2,702,702	3,156,119	2,336,242	3,259,167	3,470,788	2,830,824	1,605,063	1,105,771	49.2	33.9	945,605	425,826	45.0
	1903	5,202,588	2,401,866	2,800,722	2,081,154	3,126,584	3,325,246	2,722,379	1,590,144	1,012,235	50.8	32.3	886,639	388,588	43.8
Firemen's Fund S. F., 1906 . . .	1907	4,214,454	2,924,044	1,290,410	2,481,730	4,686,885	5,066,685	1,640,062	931,194	708,868	19.9	14.7			

3

Coast Review Fire Chart of 1914-1915. *They're Everywhere! Price 25 cents, unless you are presented with one.*

HOME LIFE INSURANCE COMPANY

OF NEW YORK

An examination of the Home Life of New York by the New York Insurance Department, the report on which has just been issued, shows the Company to be in splendid condition in every respect with an excellent record in all of its relations with policyholders. The chief examiner closes the report on the examination as follows:

"From the above report it is apparent that the company is efficiently managed, its claims under its policies promptly settled and its policyholders treated fairly."

During the period under examination the Home Life has experienced a steady and sound growth, its assets now nearly \$30,000,000, being well over five millions greater than in 1909 and the insurance in force having increased from \$92,532,533 in the year mentioned to over \$116,000,000 in 1913.

For Agency apply to

GEO. W. MURRAY, Supt. of Agts.,

256 BROADWAY, NEW YORK, N. Y.

The FRANKFORT General Insurance Co.

Established 1865

Entered United States 1896

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Workmen's Compensation
Workmen's Collective
Liability
Burglary
Personal Accident and Health
Industrial Accident and Health

Agents Wanted For Unoccupied Territory
Apply to New York office or to

WALTER A. CHOWEN,
Resident Secretary

340 Sansome Street San Francisco

Central California Agency
BEN LEONARD COMPANY
617 "J" St., Sacramento, Cal.

Southern California Agency
CONSOLIDATED AGENCY COMPANY
334 Central Building, Los Angeles, Cal.

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National Union Fire Insurance Company

of Pittsburg, Pa.

Cash Capital,	- - - - -	\$1,000,000.00
Surplus to Policyholders,	- - - - -	1,545,227.00
Assets,	- - - - -	4,136,638.00

METROPOLITAN DEPARTMENT

SAN FRANCISCO

604 Merchants Exchange Building

DIXWELL DAVENPORT, Manager

FIELD REPRESENTATIVES:

R. R. Roper, NORTHERN CALIFORNIA

604 Merchants Exchange Bldg, San Francisco

Wm. M. Stodghill, SOUTHERN CALIFORNIA

302 Stimson Building, Los Angeles, Cal.

GENERAL

Eighty-eight cases of typhoid fever appeared in Hanford, Cal., recently, 82 occurring among 150 persons who attended a church dinner held in the Odd Fellows Hall on March 17th, and 6 cases occurring among ten persons who partook of food which was brought to them from the hall.

The Insurance Editors.—They carry pencils in their vests, and travel all around; their pad of paper's handy and, they cover lots of ground. They get the news no matter if it's sorrow, or a joke, but one thing's queer about them all, they're always, always broke.—Insurance Critic.

FIRE

CORSCADDEN, MRS. BELLE, Woodland, Cal. Two fires in one week. First, her personal effects in a rented house. Second, her dwg, occupied by a tenant. July 5.

SCOTT, B. F., owner of a house at Glendale, near Los Angeles, is under arrest on a charge of deliberately setting fire to a bungalow occupied by five persons, two of them little children, who narrowly escaped being burned to death as they slept. A candle, kerosene-soaked rags and paper were found under the building. Mrs. Amelia Ammonds, grandmother of the children, discovered the blaze before it had done much damage. Scott, who is the owner of the building, denied any knowledge of the affair.—July 6, 1914.

SHARP, L. H., Alameda, Cal., is owner of an old factory building on Fernside boulevard, between Central and Briggs avenues, Alameda, Cal., destroyed by fire of mysterious origin July 5. The factory had not been in operation for several years.

Brandenburg Saw Mill, near Eureka, Mont., June 22. Supposed incendiary.

Fairview Mfg Co., premises, 2054 Sixth av., Vancouver, B. C.

Frantz Mercantile Co., bldg and mdse, Lafayette, Colo., June 20.

Gray, R. T., warehouse and grain. Salem. June 17.

Greenhorn, Or., June 17, eight business buildings destroyed.

Melrose Lumber Co., planing mill. Oakland, Cal. June 22.

Neistrath, C., hotel, Santa Rosa. June 22.

Pelican Bay Lumber Co., plant, Ship-pington, Ore., June 21,

Richardson, S. T., dwg. Greenhorn, Ore.

Taber, Geo., dwg, Ora Vista, Cal., bldg. and contents,

Three Forks Dry Goods Co., store, Three Forks, Mont., June 22.

Wood, H., Beverly Hills, Los Angeles, dwg, damage. June 20.

Shingle Mill Burned

Seattle, June 20.—The N. L. Upper shingle mill at West Garfield street and Joliet avenue, was destroyed about 10 o'clock tonight by a spectacular fire with which the department had no chance to cope, because the nearest available water was ten blocks distant. The loss was approximately \$2,000, with no insurance reported. The plant was on the south end of Magnolia bluff.

Centralia, Wash., July 7.—Fire tonight wiped out the leading business corner and several other buildings.

Chico, July 5.—While Archie Locey and his wife and six children were in this city yesterday attending the celebration their home with contents at old Paradise was destroyed by fire. The maid had left a fire in the kitchen stove and while Locey was participating in the pageant his home was burning. The loss is more than \$5,000.

Stevenson, Wash., July 6.—The water pressure was inadequate and a fire here destroyed a block of buildings in Cascade avenue and caused a loss of \$15,000. Several were hurt jumping. Most of the firemen were away celebrating the fourth.

Port Angeles, Wash., June 20.—The fire department was called out by an early morning blaze in the cupola of the Angeles Brewing Company today, believed to have been caused by sparks from a passing locomotive. The damage was nominal.

FIRE**NIAGARA FIRE Insurance Company**

Assets, - \$6,916,921.00 Surplus to Policyholders, - \$3,503,411.00

DETROIT FIRE & MARINE Insurance Company

Assets, - \$2,278,039.00 Surplus to Policyholders, - \$1,574,706.00

NIAGARA - DETROIT UNDERWRITERS

Assets, - \$10,742,403.00 Surplus to Policyholders, - \$5,862,302.00

EDWIN PARRISH, Manager*Pacific Coast Department 334 Pine St., - San Francisco*

San Francisco, June 2.—Spontaneous combustion started a fire in the basement of the Phillips & Van Orden company's printing plant, 511 Howard street, early today. The damage was estimated at \$2,000.

San Francisco, June 29.—Fire started in the roof of the old Beach Pavilion, today. For a time the fire menaced several adjacent resorts, but the prize-fighters knocked out the blaze. Loss some \$800. This is the second fire. The big Hoteling estate is owner.

Good Territory**OPEN TO
RIGHT MEN**

—those who know how and can produce applications and settle policies
—always ready to negotiate with men of experience, energy and enthusiasm.

**UNION MUTUAL LIFE
Insurance Company**

PORTLAND, MAINE.

FRED E. RICHARDS, PresidentAddress ALBERT E. AWDE, Supt. of Agencies
7 W. Madison St., Chicago, Ill.**GEO. ELLIOTT HUNT, Manager**
Shreve Bldg., San FranciscoT. H. McAllis, Manager, Sherlock Bldg.,
Portland, Ore.P. B. Duren, Manager, Boston Block, Seattle,
Wash.The Western States Agency Co., Manager,
225 Foster Building, Denver, Col.

J. E. Evans, Manager, Vancouver, B. C.

**THE
Standard Accident****Insurance Company***Of Detroit, Mich.*

LEM W. BOWEN, President J. S. HEATON, Secy.

Cash Capital, \$ 500,000**Gross Assets, - 4,377,439****Claims Paid, - 16,500,000**

Writes Accident and Sickness Insurance, Accident Policies Provide for—Unlimited Indemnity, Beneficiary Benefits, Accumulations, Optional Benefits, Hospital Indemnity, Combination Features, Surgeons' Fees Where no Claim for Disability is Made, Special Benefits for Sunstroke, Freezing, Etc.

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Contracts Practically Without Conditions.

CLARENCE F. BRIGGS,

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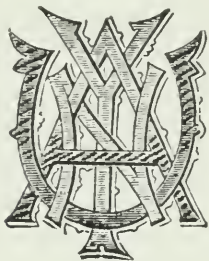
US

POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
Occidental Life Insurance Co.
OF CALIFORNIA

“THE DURABLE ”

THIRD FLOOR GROSSE BLDG.

LOS ANGELES, CAL.



NEW YORK UNDERWRITERS AGENCY

Cash Assets January 1, 1914,	- - -	\$26,525,973.85
Net Surplus January 1, 1914,	- - -	8,048,522.13
Surplus to Policyholders January 1, 1914,	-	10,048,522.13
Losses Paid, Over	- - - -	167,060,500.00

H. R. MANN, Manager

F. M. BRANCH, H. R. MANN Jr., Assistant Managers

Pacific Department: 339-341 Sansome St., San Francisco

SPECIAL AGENTS AND ADJUSTERS:—V. H. QUITZOW, A. C. ANDERSON, SAN FRANCISCO, CAL.; A. E. BAILEY,
SEATTLE, WASH.; H. HARRY SMITH, LOS ANGELES, CAL.; H. B. HAGEN, SPOKANE, WASH.

W. R. BROCK, President

W. B. MEIKLE, Vice-President and General Manager

BRITISH AMERICA ASSURANCE CO.

OF TORONTO (INCORPORATED 1833)
(FIRE)

United States Assets	\$1,889,181.35
Liabilities in United States	1,161,272.95
Surplus	\$727,908.40

MILLER, HENLEY & SCOTT,

129 Leidesdorff Street, - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

A RECENT writer says: The Portugese beggars are the most numerous, the most persistent, and the most repulsive of any beggarsin Europe; the peasantry, the most utterly ignorant (80 percent can neither read nor write); the hotels, the most primitive anywhere; the officials, the most disobliging and discourteous.

In Oporto, Port., “unspeakable things are sold by the girls.”

THE FIRE DEPARTMENT OF SAN FRANCISCO

In Spite of the Charter, It Is Plain That Politics Control It

The continual friction in the fire department over appointments is and could be caused only by politics.

"Politics" in governmental administration means nothing more nor less than the grabbing of the salaries attached to public service to pay the political hirelings of those having the power of appointment—immediately or remotely.

It is a dirty and degrading business. To give or accept a salary from the public treasury as compensation for political service is moral degradation—and none the less so because the practice has been so long ignored or condoned. In fact, its endurance by the people is evidence that a low moral tone infests the entire community.

And yet this is what is going on in the fire department. It would not be possible to promote to the position of battalion chief men who could not pass the physical examination required for the positions they now hold, except as the result of "politics" in its degrading sense. This is not a matter to split hairs over, or to settle according to a judicial determination of the meaning of a provision of law. The public knows that these positions can be adequately filled only by men of the most robust physique, for at any moment the official may be subjected to the severest of physical strains. In an emergency the chief must be able to be the leader.

Assuming that the chief of a fire department is competent, he can be relied on—even if previously infected with "politics"—to use his best efforts to make the department the most efficient

in the country. His desire for a department record, which will for him be a personal record, will always be stronger than any other influence which can possibly affect him.

There has just been a change in the position of superintendent of horses. It is an appointment which is made only from month to month, pending its "classification" by the civil service commission. The incumbent was originally appointed on the recommendation of Chief Murphy. If there is fault found with him that has not been stated. Two commissioners agreed privately on a new man, and put him in.

And that is politics.—S F. Chronicle.

Proposed Wisconsin Law

Article VIII, Sec. 13. The state may grant insurance upon such risks and in such manner as may be prescribed by law, and the limitations or restrictions provided in the constitution shall not apply to this subject; but provisions shall be made for annual accounting for all liabilities assumed, and for the separation and safeguarding of all funds and property held by the state on account of any such insurance.

Manchester, New Hamp., had a \$400,000 fire June 24.

The department store is a good deal of a humbug—especially its bargain sale. In San Francisco last summer's hats were piled on the "bargain" counter at the same price as when in style. In Oakland a great "bargain" was offered at 17½ cts. a yard. The buyer went back two weeks later for a few yards more and found the regular price was 12½ cts. a yard.

Chicago locals' club is talking of refusing to represent for a year any company which takes its agency away from any member. Just like a labor union.

**NORTHERN
LIFE**

The Company with the ever-easy-to-sell
Combination Life, Accident and Health (3 in 1)
Policy—

Pays good, fair commissions—
Gives prompt and satisfactory service to both
policyholders and representatives

In short: A good, all-round, successful com-
pany; full of Life and Energy—The kind you
are glad to connect yourself with—

Write for information—
—No obligation incurred.

HOME OFFICE
SEATTLE
U. S. A.

W. R. BROCK, President.

W. B. MEIKLE, Vice President and General Manager

WESTERN ASSURANCE CO.
OF TORONTO (INCORPORATED 1851)

United States Assets	\$2,578,165.00
Liabilities in United States	1,524,276.00
Surplus	\$1,053,889.00

PACIFIC COAST DEPARTMENT

129 LEIDESDORFF STREET - - - SAN FRANCISCO

MILLER, SCOTT & HENLEY, Managers.

Total Assets Represented over \$20,000,000

Svea

Insurance Company
of Gothenburg

Agricultural

Insurance Company
Watertown, N. Y.

Globe & Rutgers Fire

Insurance Company
of New York

Hamilton Fire

Insurance Company
of New York

Globe Underwriters

of New York

EDWARD BROWN & SONS

General Agents Pacific Coast Department

202 - 204 Sansome St., San Francisco

22,000 EDITION

It Is for All Local Agents

10th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.50

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

Royal Exchange Assurance

OF LONDON

Incorporated by Royal Charter A. D. 1720

Total Assets Exceed \$32,000,000.00

A Successful Record of Nearly Two Hundred Years.

Losses Paid During That Time Exceed

\$225,000,000.00

United States Branch, 92 William St., New York City

R. D. HARVEY, United States Mgr.

LAWRENCE F. LAMPING, State Agent

For Oregon, Washington and Northern Idaho

310 BURKE BUILDING, SEATTLE

CANTON Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital paid up (Gold)	- - -	\$ 250,000 00
Cash Assets (Gold)	- - -	2,267,816 75
Net Surplus over Capital (Gold)		1,554,193 31
Bonds on deposit in the U. S.	-	225,000 00

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents

Since January, 1882

J. J. THEOBALD, Manager

320 California Street, San Francisco

[Babcock Building]

PHOENIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

W. IRVING

General Agent for Pacific Coast

R. GALLEGOS

Assistant General Agent

343 SANSOME STREET

Security Building
(Entrance on Halleck Street)

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employees. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.
Royal Insurance Building

FIRE

Manager Babb of the Northern, before a state legislative committee, testified that large associations are an economic necessity in the insurance business. Large companies must exchange confidences and experiences and maintain a perfect mutual understanding. Combinations are necessary, he said; but he did not explain why certain large companies do not always find it necessary to live up to the rules and regulations so necessary to solvency and the fair competition which insuresolvency and decent settlements.

Waupaca, Wis., June 24.—Attorney Ryan of Chicago today advised the Wisconsin fire insurance men to get into politics in the interests of good citizenship and to stay in. In taking the initiative away from the individual, he said, a nation saps the virility of its manhood and creates a race of people incapable of even doing their own

thinking. Should the proposed amendments to the constitution of Wisconsin go through, thereby permitting of state insurance, Mr. Ryan believes that the gates will be let down to an extent that will give the state a chance to enter and monopolize any business. It is the beginning of destructive socialism.

The new Marquette National Fire appears to be struggling in "hot water."

Byron, Cal., July 6.—The new "fire-proof" hotel, replacing the burned one, and costing with contents nearly \$150,000, was opened today.

Redding, Cal., July 6.—In order that none of the eruptions of Mt. Lassen may escape public notice, the fire chiefs of Redding and Red Bluff have been authorized and instructed to ring the fire alarm when a big eruption occurs. The fire bells are to be tapped slowly five times, so that an eruption alarm may not be misunderstood for a fire alarm.

COAST REVIEW POSTERETTE

Fire Underwriting in 1913

Premiums	\$322,000,000
Losses Paid	172,500,000
Expenses and Special Taxes	129,000,000
Gain in Liabilities	17,000,000
Underwriting Profit (1.086%)	3,500,000
Fire Loss Per Capita	3

The special tax ratio is increasing
The expense ratio is increasing
The fire loss ratio is increasing

ESTABLISHED 1873

Office of Edward E. Potter

General Agent

The first office to commence paying losses after the conflagration.

The first office to commence paying in full the face of the policies, without discount, for cash or exchange.

The only general agency that remained in San Francisco where its patrons suffered.

The only office that did not compel its patrons to go to the expense and trouble of going to Oakland for the adjustment of their claims.

The Edw. E. Potter General Agency commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
It Costs No More**

January 1, 1914

OLD AND
TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS TO POLICYHOLDERS	\$5,212,525 00
UNDIVIDED PROFITS	2,319,300 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS TO POLICYHOLDERS	\$3,889,296 00
UNDIVIDED PROFITS	802,506 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS TO POLICYHOLDERS	\$1,893,309 00
UNDIVIDED PROFITS	432,560 00

EDWARD E. POTTER, General Agent

W. W. POTTER, Assistant General Agent

Potter Building, 578 Sacramento St.

San Francisco, Cal.

THE COAST REVIEW

INSURANCE

JULY

In its 43rd year

PANAMA-PACIFIC INTERNATIONAL EXPOSITION

The Exposition has been given 30 fire-fighters.

There is no fire insurance on the Exposition buildings. All the vast expenditures on these huge structures would be wholly lost to the state, the city and the stockholders in the event of a possible conflagration.

The Life Underwriters Association of Oregon passed the following resolution at their regular monthly meeting in June:

"It was moved, seconded and carried that the delegates from the Life Underwriters Association of Oregon to the National Convention are hereby instructed to vote for San Francisco as the convention city for 1915."

The following resolutions were recently passed by the Puget Sound Life Underwriters' Association:

"Resolved, that the Puget Sound Life Underwriters' Association endorse heartily the movement for the World's Insurance Congress, to be held in San Francisco, in connection with the Panama-Pacific International Exposition, in 1915, and that this association pledges its support to the World's Insurance Congress, in every possible way;" and

"Resolved, that the Puget Sound Life Underwriters' Association note with feelings of satisfaction, the setting apart of one day, each year, to be observed as 'Insurance Day,' and that this association pledges its support to the movement."

The Exposition is threatened with two boycotts, for something for which the directors are not responsible. The Ohio organ of the anti-saloon league urges mothers to forbid their daughters from attending the Exposition if California does not vote "dry." The San Francisco organ of the Catholic church calls for a boycott of the Exposition if the Italian government does not recall the appointment of Mayor Nathan, of Rome, as the Italian commissioner to our great fair.

George B. Scott, chairman of the Committee on Participation and Attendance of Industrial Insurance Companies, announces the appointment of Julian Sonntag, second vice president of the West Coast Life Insurance Company of San Francisco, and of Frederick L. Hoffman, statistician of the Prudential Insurance Company of America, to serve on his committee.

The Central Passenger association, meeting at Chicago, has announced a material cut in rates from Middle East cities to San Francisco during the Exposition period. The reduced round trip fares, only a little more than the existing one way charges, are as follows: Pittsburgh, \$81.20; Buffalo, \$83.50; Detroit, \$73.50; Cincinnati, \$71.10; Cleveland, \$76.20. Rates for extreme Eastern cities, including New York, Boston, Philadelphia and Washington, will be fixed by the Eastern Trunk Line Association, soon to meet in Atlantic City.

STABILITY AND STRENGTH

RESOURCES OVER \$52,000,000.00

SUN INSURANCE OFFICE
OF LONDON

COLONIAL
FIRE UNDERWRITERS
AGENCY

MECHANICS & TRADERS
OF NEW ORLEANS

NATIONAL
OF HARTFORD

MICHIGAN
FIRE AND MARINE
OF DETROIT

SUN
UNDERWRITERS AGENCY
OF LONDON

PACIFIC DEPARTMENT

WILLARD O. WAYMAN---CARL A. HENRY

JOINT GENERAL AGENTS

FRANK E. STONE

MAXWELL H. THOMSON

ASSISTANT GENERAL AGENTS

Sansome and Sacramento Streets

San Francisco, Calif.

Branch Offices: Los Angeles, Cal., Portland, Ore., Seattle and
Spokane, Wash., and Denver, Colo.

AGENTS WANTED IN EVERY CITY, TOWN AND VILLAGE.

The Great Fire Insurance Company of the World
ASSETS IN UNITED STATES, - \$14,263,846.95

THE GREAT FIRE INSURANCE COMPANY OF THE WORLD, LIMITED

NEW YORK OFFICE, 80 WILLIAM STREET.
H. W. EATON, Manager
G. W. HOYT, Deputy Manager
J. B. KREMER, Ass't Deputy Manager
T. A. WEED, Agency Superintendent

NEW ENGLAND STATES, NEW YORK, NEW JERSEY, PENNSYLVANIA, MARYLAND, DELAWARE, DISTRICT OF COLUMBIA, VIRGINIA, WEST VIRGINIA, NORTH CAROLINA, SOUTH CAROLINA, OHIO, INDIANA, KENTUCKY, TENNESSEE.

NEW ORLEANS OFFICE, COR. CARONDELET & COMMON STS.
CLARENCE F. LOW, Manager
J. G. PEPPER, Ass't Mgr
R. H. COLCOCK, Jr., Deputy Asst. Mgr
LOUISIANA, MISSISSIPPI, ALABAMA, OKLAHOMA, FLORIDA, ARKANSAS, TEXAS, GEORGIA.

SAN FRANCISCO OFFICE, 444 CALIFORNIA ST.
R. P. FABJ, Manager
THOS. H. ANDERSON, Ass't Manager
CALIFORNIA, NEVADA, ALASKA, OREGON, WASHINGTON, ARIZONA, IDAHO

CHICAGO OFFICE, INSURANCE EXCHANGE.
W. S. WARREN, Manager.
GEO. H. MOORE, Assistant Manager
HUGH R. LOUDON, Deputy Asst. Mgr
ILLINOIS, MICHIGAN, IOWA, WISCONSIN, MINNESOTA, MISSOURI, KANSAS, NEBRASKA, COLORADO, N. DAKOTA, S. DAKOTA, MONTANA, UTAH, WYOMING, NEW MEXICO.

ESTABLISHED 1836 **ENTERED U. S. PATENT OFFICE**

The statement of the condition of the United States Branch on the 31st of December, 1913, in accordance with the laws of the State of New York, is as follows:

Assets \$14,263,846.95
Liabilities 9,632,630.05

Surplus \$ 4,631,216.90

As an illustration of the Company's practice in maintaining its Assets in the United States in years of excessive loss, the following figures may interest Policyholders:

Year.	Assets at 1st January.	Income.	Expenditure.	Excess of Expenditure
1871	\$3,054,361	\$3,163,901	\$5,122,653	\$1,958,752
1872	3,640,450	3,733,101	4,484,999	751,898
1873	4,165,290			

Thus showing EXCESS OF EXPENDITURE in the two years of \$2,710,650
And INCREASE OF ASSETS in the same time of 1,110,929

PROGRESS OF THE UNITED STATES BRANCH.—Net fire premiums: 1848, \$4,519; 1858, \$471,988; 1868, \$1,739,620; 1878, \$2,422,126; 1888, \$3,928,010; 1898, \$4,979,422; 1908, \$7,427,617; 1913, \$8,907,895.07

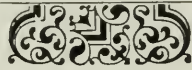
LOSSES.—The amount paid in satisfaction of Fire Losses in the United States in the course of 66 years exceeds \$137,000,000. This large sum in conjunction with the growth of the Company's business, evinces the confidence of the public and the faithfulness with which the Company's losses are adjusted and settled.

PACIFIC DEPARTMENT ESTABLISHED 1852
In Company's New Building
444 California St., San Francisco

ROBERT P. FABJ, Manager
THOS. H. ANDERSON, Asst. Manager

Special Agents:

R. G. BRUSH R. H. ROUNTREE HARRISON HOUSEWORTH LOGAN B. CHANDLER
W. H. RAYMOND CHESTER S. MYRICK F. E. ATKINS GEO. J. J.



Conflagration-Proof Insurance



Losses paid to date, - - over \$166,000,000

PACIFIC DEPARTMENT.



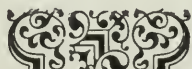
GEO. H. TYSON GENERAL AGENT.
HERBERT FOLGER, ASST. GENL. AGENT

SAN FRANCISCO.

Losses paid in San Francisco, - over \$6,000,000

Total Assets Thirty - Nine Millions

Agents Wanted in every City, town or Village



YOUR CARD

as a representative of the "Oldest Life Insurance Company in America" will prove your best introduction

The Mutual Life Insurance Company of New York

Impregnable Strength

Incomparable Dividends

Maximum Benefits

Minimum Net Cost

For terms to producing agents, address

GEORGE T. DEXTER, 2d Vice-President

34 Nassau Street, - - - - - New York, N. Y.

LIFE

Quote the Daily, Not the Yearly Cost

When you tell the average man that the cost of his policy will be so much per day instead of so much per year, you set him thinking. If you tell a man aged, say, thirty-five, that his whole life policy for \$2,500 will cost him only about fifteen cents per day, you will make a deeper impression on him than if you had told him it would cost \$54.75 a year. Indeed, the chances are that you can get him to take a larger policy by this very simple expedient; viz., reducing the transaction to the limits of his financial imagination.

Of course, if your prospect happens to be a financial magnate, accustomed to think in thousands or millions, you would not do this. There would be no need to help his imagination, trained as it is to reckon in large units. But

most of us are best impressed when we reckon it in small units; the transaction seems more attractive to us.

Therefore, when talking insurance to a man it is generally best to quote him the premium in terms of the daily or weekly cost. Not only will he comprehend the transaction better, but he will readily admit that the \$2,500 family protection is vastly preferable to the few extra drinks or cigars that he might have to sacrifice to get it.—Prudential Record.

The California Standard Life has begun business.

The Central Life people had an agency blow-out in Spokane Aug. 1. H. R. Fenstermaker (window-maker) is northwest superintendent, C. W. Martindale is state manager and H. G. Edwards is secretary.

INCORPORATED 1861

The California Insurance Company

Cash Capital, \$400,000 00**Net Surplus, 191,636 00****Total Assets, 1,141,200 00**E. T. NIEBLING, President
GEO. W. BROOKS, SecretaryW. E. DEAN, Vice-President
J. W. WARNER, Assistant Secretary**HOME OFFICE: Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.****Special Agents and Adjusters**

A. N. LINDSAY, Seattle LEIGH H. ROBINS, Los Angeles B. A. SIFFORD, Portland

**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."**

Eastern Department, Philadelphia, FRANK C. STURTEVANT, Manager.

Middle East Department, Pittsburg, LOGUE BROS. & CO., Gen'l Agts.

London & Lancashire Fire Ins. Co. Ltd.

Of LIVERPOOL, ENGLAND**INCORPORATED 1861****Capital Subscribed and on Call, \$23,211,180.00****Total Available Assets, 35,096,835.00**

Pacific Department, 332 Pine Street, : : San Francisco

SAM B. STOY, ManagerGEO. ORMOND SMITH, Agency Superintendent, *San Francisco*W. B. HOPKINS, Local Secretary, *San Francisco*J. P. YATES, Agency Superintendent, *Los Angeles***SPECIAL AGENTS**—Geo. T. Richmond, San Francisco; N. W. Clayton, Jr., Salt Lake; W. W. Gilmore, Sacramento; G. L. Goodell, Portland; J. P. Hague, Los Angeles; D. H. Parry, Seattle; N. Gardner, Denver.

The "London & Lancashire" is a staunch supporter of the agency system and does not write over the heads of its representatives

Pacific Coast Casualty Company

OF CALIFORNIA

EMPLOYERS' LIABILITY—TEAMS—
GENERAL LIABILITY—WORKMEN'S
COLLECTIVE—VESSELS—ELEVAT-
OR—AUTOMOBILE—PERSONAL AC-
CIDENT—BURGLARY and PLATE
GLASS INSURANCE—FIDELITY and
SURETY BONDS. ∴ ∴ ∴

T. L. MILLER, President

HOME OFFICE:
Merchants Exchange Building
SAN FRANCISCO

COMPENSATION

The Weekly Underwriter tells of a laundry which now charges 1 cent extra on every bundle to cover the cost of workmen's compensation insurance. The laundry people say "the consumer must pay."

A horse driven by John Veneges, a San Jose contractor, ran away and injured William Oldham, an employe of Veneges. The latter is responsible for damages under a ruling of the California Industrial Accident Commission. Venegas was taking Oldham to a building in course of construction, and on which Oldham was employed as a carpenter. Oldham demanded compensation from the Southwestern Surety Ins. Co., and the case was taken before the commission.

BANKERS LIFE COMPANY

DES MOINES, IOWA

Organized 1879

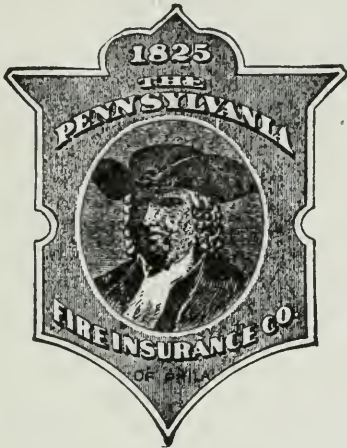
Insurance Issued and Restored,

1913 (Paid for) - - \$60,907,000.00

Increase in Admitted Assets

for Year - - \$ 2,630,411.43

ERNEST E. CLARK, - President



The Pennsylvania

*Fire Insurance Company
of Philadelphia*

Assets Jan. 1, 1914, \$8,002,962.21

Surplus to Policyholders

Jan. 1, 1914, 3,076,053.39

One of the Oldest and Strongest Fire Insurance Offices
in the United States

Pacific Coast Department:

201 Sansome Street, SAN FRANCISCO

RUSSELL W. OSBORN, Manager

S. P. MESICK, Superintendent of Agencies

F. J. AGNEW, " " "

SPECIAL AGENTS: A. C. McConnell C. V. McCarthy F. A. Lathrop

MISCELLANEOUS

Burning of Spokane

Spokane, Aug. 1.—Work on the Riverside scene which will be the central feature of the burning of Spokane in fireworks has been started at Natatorium park for the twenty-fifth anniversary celebration of the fire of 1889. The fireworks program will be one of the most elaborate displays put on at Natatorium park in years. The miniature scenery for the last act, the burning of Spokane, will be located on the west river bank, high above the park level on the Fort Wright reservation, where it may be seen from the bluffs above Natatorium, as well as in the park. The Riverside scene will be 400 feet long, with buildings of lumber and canvas 30 feet in height.

Salt Lake.—Wesley A. King has been transferred to San Francisco.

The Metropolitan Life Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

"An agent is known by the companies he keeps."

CONTINENTAL INSURANCE COMPANY OF NEW YORK

The best company for a policy-
holder is the best company
for an agent.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago

FIDELITY-PHENIX FIRE INSURANCE COMPANY OF NEW YORK

The assured places the responsibility
on the agent; a Fidelity-Phenix
policy relieves him of it.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
137 South LaSalle Street, Chicago

FIDELITY (FIRE) UNDERWRITERS OF NEW YORK

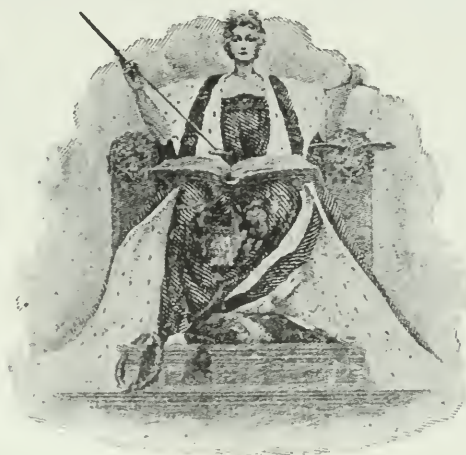
Combine the assets of two of the
largest companies with the highest
sense of liberality and fairness.

Combined Assets. \$42,586,574

Policyholders' Surplus. \$23,743,555

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago



FOUNDED 1806

Law Union & Rock

Insurance Company, Ltd.

OF LONDON

Funds Exceed \$ 47,897,465

Annual Income Exceeds 6,500,000

Claims Paid Over 130,000,000

Union Assurance Society Ltd.

OF LONDON

200th ANNIVERSARY—FOUNDED A. D. 1714

Home Office Statement, Jan. 1, 1914

Capital \$2,250,000

Assets 7,115,990

Surplus 4,570,520

PACIFIC COAST DEPARTMENT

HARRY H. SMITH, Manager

433 California Street : : : San Francisco, Calif.

EDWARD M. BRODENSTEIN, Branch Secretary J. P. CARROLL, Superintendent of Agencies

SPECIAL AGENTS: F. A. STAHL, Northern California and Nevada, San Francisco; NOAH L. NELSON, Northern California, San Francisco; F. F. RICHARDS, Southern California and Arizona, Los Angeles; R. D. EMERY, Oregon and Western Washington, Portland; NYE KERN, Eastern Washington, Idaho and Montana, Spokane; M. B. BOOTHBY, Colorado, Denver.

APPLICATIONS FOR AGENCIES INVITED

GENERAL

Insurance Clerks' Orphanage in Great Britain

The general meeting of the Insurance Clerks' Orphanage, at which Mr. S. J. Pipkin (of the Atlas) presided, was full of interest. Not the least satisfactory part of the report was the growth of membership disclosed. Over 600 joined, making a net increase for the year of 462. Of the 169 lapses nearly one half were due either to death or going into some other business. All the same, at least 80 subscriptions ceased, without reasons being assigned. This is to be deplored, seeing how the claims of the institution increase year by year. There is much in the report to encourage all concerned in the welfare of the Orphanage. Its assiduous helpers have been specially delighted with the great help that has come from provincial centres. Last year £727 was collected in connection with various entertainments of a social and artistic nature. Liverpool headed the list with the really fine sum of £231 10s., being the profits on the performances of the Green Room Dramatic Society. As has already been notified, a week of dramatic performances in Manchester has resulted in £450 being raised for the benefit of the Orphanage. Cottonopolis is to be congratulated on its magnificent work. The chairman touched upon a significant aspect of modern life in the lack of a sense of responsibility in young men. It is difficult to account for. They fail to appreciate the stern realities of life, and therefore are unable to understand the value of the beneficent work of the Orphanage, the call to help falling upon deaf ears. Five shillings a year is well within the means of even a junior clerk. The member-

ship representing so small a proportion of the profession there is a vast deal of work to be done to arouse wider interest. However, the committee have taken a certain salutary view of the position, as an opportunity is to be given the members at an early date to vote on a resolution for the adoption of something extra in the shape of an entrance fee for those who defer joining till an age when the likelihood of a claim upon the institution is a consideration with them. This seems a necessary safeguard, and it should be supported by the rank and file of the members. The Orphanage must be made as strong and efficient as possible; its claims are undeniable.—The Review, London.

A mountain locomotive to run between Bakersfield, Cal., and Los Angeles, weighs 191 tons and has the cab just above the "cow-catcher" or pilot. There are two smokestacks.

H. Guy Haggerty, a real estate broker of Pasadena, Cal., filed a petition in bankruptcy in the United States District Court August 1. His debts amount to \$21,464.16, and of this \$13,580.40 is unsecured. His assets are scheduled at \$127.50, all claimed to be exempt. His debts consist for the most part of notes for money borrowed and unpaid jewelry, cigar and hotel bills, the Maryland at Pasadena and the Virginia at Long Beach being among the hotel creditors.

WORDS.—Urim and Thummin, a kind of dice in a sacred receptacle. Rachel means sheep. Purim means "lots." Cohen, a priest, as Kahin, in Arabic, a soothsayer.

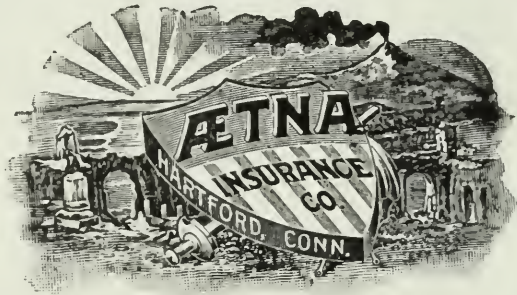
"THE LEADING FIRE INSURANCE COMPANY OF AMERICA."

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$6,909,389.89

Surplus as to
Policyholders
\$11,909,389.89



Cash Assets Now
\$22,481,250.34

Losses Paid
in

95 Years

\$138,501,348.36

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

W. H. BREEDING, General Agent

E. S. LIVINGSTON, Asst. General Agent

**Main Office, 301 California Street
SAN FRANCISCO**

SPECIAL AGENTS AND ADJUSTERS

J. A. MURPHY, General Adjuster

H. E. O'BRIEN G. E. TOWNSEND, H. F. MILLS, G. S. MARINER, E. V. CULVER, FRED H. ROAD

This Company has absolutely no connection with any other corporation
bearing the name of Aetna.

MARINE AND AUTOMOBILE DEPARTMENTS

E. S. LIVINGSTON, Marine Superintendent

325 CALIFORNIA STREET

HARTFORD FIRE

Insurance Company

Chartered 1810

FIRE, MARINE AND AUTOMOBILE INSURANCE



Assets, January 1, 1914, **\$26,525,973 85**

Surplus to Policyholders, **10,048,522 13**

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

430 California Street, SAN FRANCISCO

City and Marine Department

441 CALIFORNIA ST.

SPECIAL AGENTS AND ADJUSTERS

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ROBERT E. DOLLARD, San Francisco, Cal.

W. S. DENNIS, San Francisco, Cal.

L. H. EARLE, San Francisco, Cal.

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NEIL STEWART, Spokane, Wash.

P. H. GRIFFITH, Los Angeles, Cal.

ERNEST E. PRICE, Los Angeles, Cal.

AUGUST, 1914

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 43d Year

Foreign, \$3.50

Office 1103 Merchants Exchange

Volume 87

San Francisco, California, U. S. A.

Number Two

Entered at San Francisco Postoffice as second-class mail matter

The golfer meets many bad lies.

‡‡

When most needed, Lloyd's of London declined to take any war risks.

‡‡

Business failures continue to increase in number. And so do fires.

‡‡

The influence of the European general war on American insurance is still unknown but it will doubtless affect both the premiums and the disbursements.

‡‡

Life insurance is very popular now in Europe.

‡‡

Eastern fire underwriters are not knock-in' on wood these days. What's the use?

‡‡

Our city streets resound with the cry—"Lates-extra—all about the wore!"

‡‡

Incendiary fires are increasing on this Coast too, but the Eastern incendiary is always too busy to come out here.

‡‡

It is estimated that about 3,000,000 people are ill at any one time in the United States, of whom half are suffering from preventable causes.

Why not a correspondence course in local agency work? Who will volunteer as teacher? By the way, our revised Pacific Fire Manual is a good teacher.

‡‡

The New Pacific Fire Record would like you for an agent. Address the Coast Review.

‡‡

The tango dance came from Tango, Japan, via Argentine, with embellishments.

‡‡

San Francisco has built a Stockton street tunnel for the sole use of the Italian scavengers. We hear that God-Bless-Scott says it's a cracking bad investment. Pardon.

‡‡

The Great Republic Life of Los Angeles is entering dry Oklahoma, where the demand for cooperage is said to have decreased.

‡‡

The fire companies ought to withdraw from Kranky Kansas forthwith.

‡‡

One of our fire posterettes appeared in the July Coast Review, and another appears in this issue. You are at liberty to copy or use them in any way you choose.

THE VOICE

Mend your speech a little,
Lest it may mar your fortunes.

—*Shakespeare*

SUCCESS in life may sometimes depend on the quality of the voice. While the voice is least subject to the changes wrought by age, it yet may be trained, strengthened, modulated, and made resonant and pleasing. The voice needs exercise, which our civilization of silent reading and trifling conversation denies it. The average voice is therefore light, shallow and flat. It lacks "color," roundness and resonance. It is penetrating because it is thin and sharp. But it is not melodious.

In the work of insurance soliciting, or the work of selling anything, the voice is either an asset or liability. It either attracts or repels by its qualities. If displeasing, the solicitor is handicapped to that extent. He may fail, where the man of pleasing tones would succeed.

The cultivated voice is a reality. It is rare indeed to find one uncultivated which is its equal. Language is language. Cultivation of the voice strengthens the lungs and wards off tuberculosis. It adds to health and cheerfulness. Tones made pleasing, musical, round and rich win listeners, hold attention, inspire confidence, and effect sales—of insurance or merchandise or real estate.

Is it your business to meet men, talk with them and persuade them? Then, as much as the lawyer or preacher, you should have an elocutionary training? A few voice-culture lessons, and regular practice in deep-breathing and sounding of the vowels and consonants, will produce astonishing, lasting and beneficial results. Harshness, flatness, thinness, sameness of tones will be followed by smoothness, roundness, depth and variety, and improved health.

OLD MEN CAN DO SOME WORK BEST

IN manual labor there is little or no work in which an old man can excel. The great employing corporations, forced by organized labor to pay uniform wages, discriminate against workingmen older than 45, and many refuse to give them employment. Bad habits in youth make many men of inferior service ability at that age. But where experience and trained judgment are required, old men can very often do more valuable work than the most active young men. They can earn larger salaries, and indeed can render services that only long experience and keen judgment are equal to. Old employees of this character should be pensioned, and subject to call for special service when required.

THE single-tax colony of cranks in Baldwin county, Alabama—the Fairhope—proved to be a false hope. There was graft, as usual. Scratch a single-taxer and you scratch a failure.

A Kansan lost his nose, cut off by a falling piece of tin. Of course, he was thrusting his nose into other people's affairs.

Insurance in State and Federal Courts

OUR BEST DIGEST OF RECENT DECISIONS

Fire Insurance in Court

West Virginia—Teter v. Franklin Fire Ins. Co., 82 S. W. Rep. 40

Burden of Proof—Compliance with Conditions

In an action upon a policy, containing conditions and warranties and an agreement not to sue until full compliance therewith, the burden is upon the insured to prove compliance, or a legal excuse for non-compliance, with all material conditions and warranties relied on in defendant's written specification of defenses.

Arbitration Clause—Statute

In view of the valued policy act, a promissory warranty to arbitrate the loss is not material when the loss is total.

Concurrent Insurance—Total Loss

If the loss is total, the insurer's liability is not affected by the existence of concurrent insurance, within the limit permitted by the policy.

Rights of Insured

Where the loss is total, or where it is only partial, but equal to, or greater than, the amount of all the insurance permitted and actually carried on the property, the insured is entitled to full indemnity if not in fault.

"Total Loss"—What Constitutes

If the walls of a brick building, although standing, have been injured and caused to lean so much out of plumb, as a direct result of the fire which burned out a large portion of the floors and woodwork within, that a prudent man would not use any portion of them as a basis for restoring the building, the loss is total.

Additional Insurance

The following clause attached to a policy is implied authority to carry additional insurance, viz.: "Total insurance permitted is hereby limited to three-fourths of the cash value of the property hereby covered and to be concurrent herewith."

Overestimate of Value

Such clause, in an open policy, is not violated by a slight overestimate of value which may reasonably be accounted for by honest differences of opinion.

Estoppel—Proof of Loss—Affidavit—Evidence

An affidavit, taken to furnish proof of loss, is admissible at the trial to show compliance with the condition of the policy, but is not evidence of the amount of loss, and the assured by making such an affidavit is not thereby estopped from showing that the loss therein stated was an underestimation of his actual loss, or that what he at first thought was a partial loss later proved to be a total one.

Breach of Warranty—Trust Deed

The existence of a trust deed upon the property insured does not constitute a breach of warranty of sole and unconditional ownership.

Pennsylvania—Moving Picture Co. of America v. Scottish Union & National Ins. Co., 90 At. R., 642

Landlord and Tenant—Destruction of Premises—Liability of Tenant

On lease of an apartment in a building where no estate in the land was granted, the estate is extinguished by the destruction of the building, and the tenant's liability for rent ceases.

"Wager Policy"—What Constitutes

A policy made without interest is a "wager policy" having nothing in common with insurance but the name and form.

Liability on Policy—Destruction of Building

Where defendant company had insured plaintiff against loss by fire of the rents of certain premises, and at the time plaintiff was a subtenant of the first floor at a yearly rental, and had sublet the premises with a provision terminating the lease on destruction of the building by fire, and the building was destroyed thereby, plaintiff was not entitled to judgment on the policy.

Kansas—*Palin v. Insurance Co. of North America*, 140 Pac. R., 886

Adjustment of Loss—Waiver

After the insured property burned, a special agent of the defendant procured the plaintiff to sign an agreement to surrender the policy and to accept \$100 in full settlement of his claim. The plaintiff did not surrender the policy, the defendant did not pay or offer to pay the \$100, and further negotiations for settlement followed which induced the plaintiff to believe that the defendant had abandoned the compromise agreement and to act accordingly. Held, sufficient to constitute a waiver of the agreement.

Alabama—*Sun Ins. Office of London v. Mitchell*, 65 S. R., 143

An agent duly authorized to bind his company by contracts for insurance may make valid contract by parol, or by a binding slip or memorandum; and a general authority to solicit insurance, receive premiums, and deliver policies is sufficient to cover an executory contract to insure.

A commission to one to act as agent within the limits of a certain city was to be liberally construed in favor of his authority to insure property in immediately outlying districts, in view of his being a general agent, and such jurisdiction being customary.

Michigan—*Fuhrman v. Sun Ins. Office*, 147 N. W. R., 618

Disclosure to Agent

Where plaintiff, who had an insurable interest in lumber which he had contracted to sell, and for which he had received part of the purchase price, disclosed those facts to insurer's agent upon making an application for a fire policy, his nondisclosure of the exact amount paid will not avoid the policy, where the agent did not inquire into that matter.

Insurable Interest

Where a manufacturer of lumber who had contracted to sell it, and had received a large part of the proceeds, under an agreement that title should pass on payment, received two small payments after defendant wrote a

fire policy which covered his interest, the receipt of such payments did not destroy his insurable interest and avoid the policy.

Misrepresentations

Where insured, who did not own all of the lumber destroyed, but only had an insurable interest in part of it, disclosed to the insurer's agent the nature of his interest, his failure to make a similar disclosure to the adjuster was not prejudicial to the insurer, and will not avoid the policy, where the agent was present at the adjustment.

Schedule—Misrepresentations

Recovery on a policy cannot be defeated because a schedule, attached to the proofs of loss, falsely showed insured's interest to be greater than it was, where the insured denied making the statements in the schedule, and it appeared that at the time of his application he had complete disclosure to the agent, who was present at the adjustment when the proofs were completed.

Texas—*Hartford Fire Ins. Co. v. Pires*, 165 S. W. R., 565

Construction—Property Covered by Insurance Against Fire

A policy, indemnifying against loss of rents caused by fire or lightning, actually sustained on rented premises, for such period as may be reasonably necessary to restore the premises to the same tenantable condition as before the fire, covers the period needed to place the contract for repairs, and was not limited to the time actually spent in the making of the repairs.

Action on Policy—Instructions

In an action upon a policy, indemnifying against the loss of rents on premises for such period as was reasonably necessary to restore the premises to the same tenantable condition as before the fire, the evidence being undisputed that from the date of the fire to the restoration of the building the rents were \$175, the insurance company contesting alone the amount of recovery, the court properly charged that, if the time actually spent was no more than was reasonably necessary, they should find for the insured for the sum of \$175.

Sufficiency of Evidence

In an action upon an insurance policy indemnifying insured against the loss of rents on property for the period reasonably necessary to restore the property to the same tenable condition as before the fire, evidence held to sustain a finding that the time consumed was reasonably necessary to restore the building.

Arbitration

Forfeiture of a fire policy by the sale by insured of the damaged property, when the policy gave the company the option of taking the part of the articles saved from the fire at the appraised value, was waived by the company's demand of an arbitration and appraisal of the loss.

A demand by a fire insurance company for an appraisal and arbitration pursuant to the policy is equivalent to an admission of liability thereon.

If the parties have appointed appraisers to determine the loss pursuant to an arbitration clause in a fire policy, and the appraisal has failed without their fault, insured cannot be required to select another arbitrator.

Upon the filing of a bill by a fire insurance company to set aside an award of arbitrators, the court acquired jurisdiction of the controversy, and could set aside the award and enforce the policies under a cross-bill praying for their enforcement without the selection of new arbitrators.

In a suit by fire companies to set aside an award of arbitrators, defendant could file a cross-bill to enforce the award, or, in the alternative, to enforce the policies, if the award was set aside.

If an arbitration of the amount of loss fails because of fraud or intermeddling by insured, he cannot sue on the policy, and, if it fails by the fraud, etc., of the company, insured may abandon the arbitration and sue on the policy.

Refusal of insured to arbitrate pursuant to a clause, if unreasonably persisted in, forfeits the policy.

If insured fails to comply with a demand by the company for arbitration of the loss

pursuant to an arbitration clause, he cannot sue thereon; and, if the company refuses such a demand, insured may sue on the policy at once.—*St. Paul Fire & Marine Ins. Co. v. Kirkpatrick*, 164 S. W. 1186.

Appraisal

An insurer's demand for an appraisal of the loss was a concession of its liability for some amount.

An insurer was not entitled to demand an appraisal to determine the loss, under a policy providing for such an appraisal on disagreement, where it made no objections to the proofs of loss submitted, or any effort to agree on the amount thereof, but its whole attitude was a denial of all liability.

The chancellor was within his judicial discretion in refusing to impose upon an insurer the penalty provided by Acts 1901, c. 141, for refusal to pay a loss, where the evidence disclosed that gasoline or coal oil on the goods was discovered, justifying a suspicion that the fire was of dishonest origin, though that defense was not made.

While provisions in an insurance policy for an appraisal may be made a condition precedent to suit, they cannot oust the courts of their jurisdiction as to the insured's legal liability; and where an insurer's attitude was a denial of all liability, the court's jurisdiction was not ousted by a demand for an appraisal.—*Harowitz v. Concordia Fire Ins. Co.*, 168 S. W. 163.

Application

Application for insurance held no part of the contract, and the questions and answers therein immaterial, where it was made subsequent to the issuance of the policy without any previous agreement.—*Colorado Leasing, Mining & Milling Co. v. Palatine Ins. Co.* 141 P. 860.

Labor Law

The parties to an employer's liability insurance policy could, by their contract, limit the insurer's liability and exempt it from liability for damages resulting from the employer's violation of the Labor Law.—*Mason-Henry Press v. Aetna Life Ins. Co.*, 105 N. E. 826.

Antedating

In determining the net reserve on a life policy which was antedated seven years, the insured agreeing to pay back premiums, held, that certain expenses could not be added.—*Hay v. Meridian Life & Trust Co.*, 105 N. E. 919.

In computing the reserve upon a life policy for the period it was antedated, the reserve must be calculated as the terminal reserve for the end of the last year for which it was antedate.—*Id.*

Though insurance agents violate the instructions of the company in taking policies, the company is liable if the act is within the apparent scope of the agent's authority.

The local agent of a life company could become the custodian of the policy for insured, notwithstanding his agency for the company.

Arson

Under Pen. Code 1911, an indictment charging one with procuring another to burn his house, which was insured, need not allege that the person who set fire to the house knew that it was insured.—*Arnold v. State*, 168 S. W. 122.

An indictment charging one with procuring another to set fire to his insured house, contrary to Penal Code 1911, need not allege by whom or by what authority the house was insured.—*Id.*

Liability Insurance in Court

Texas—*Fidelity & Casualty Co. v. J. W. Crowdus Drug Co.*, 166 S. W. R., 1186

Construction—Amount of Premium

An employer's liability policy stated that the premium of \$113.90 placed therein was based or estimated upon data furnished in the schedule as to the amount of compensation paid employees, and, further, that the premium, though, should be subject to adjustment if the compensation was greater or less than the estimated sum stated in the schedule, etc. The compensation paid was in fact greater than the amount so estimated. Held, that the \$113.90, the amount estimated, was not conclusive of the amount of the premium, and the insurer could recover the additional amount shown to be due.

A warranty of the insured incorporated into a policy indemnifying it against liability for injuries caused by its horses and vehicles, that no known "vicious animal is used," was continuing and related to a known vicious horse subsequently purchased.—*Hygienic Ice & Refrigerating Co. v. Philadelphia Casualty Co.*, 147 N. Y. S. 754.

An insurer, issuing an indemnity policy and stipulating that it would defend actions against insured, who should not interfere therewith, held liable for the amount of a judgment against insured, paid pending an appeal by insurer without executing a stay bond.—*E. M. Upton Cold Storage Co. v. Pacific Coast Casualty Co.*, 147 N. Y. S. 765.

An indemnity policy against loss for damages from machinery, which stipulated that insured should render to the insurer at all times all assistance in his power, required insured, in the event of an accident, to render assistance to persons injured, and insurer was liable for medical expenses incurred.

Where insurer, issuing an indemnity policy against loss from operation of machinery, received notice of actions against insured on claims, but failed to defend, and insured was obliged to pay judgments, insurer was liable therefor.—*Id.*

Life Insurance in Court

Missouri—*Cornell v. Mutual Life of N. Y.*, 165 S. W. R., 858

Contingent Interests

A contingent interest, such as an assured's right to the cash surrender value of a life insurance policy after 20 years from its execution, could be assigned before such 20 years had expired.

Assignment of Policy

An assignment of assured's right to the cash surrender value of a life policy after the expiration of 20 years from its execution need not be in writing, but could be made by the mere deposit of the policy as collateral security, and its retention by the pledgee, with the pledgor's consent, as security for an existing debt, until the right assigned had matured, when the pledgee could surrender

the policy and apply the proceeds to his debt.

North Carolina—*Schas v. Equitable Life Assur. Society*, 81 S. E. R., 1014

Avoidance for Misrepresentations—Intent of Applicant

A misrepresentation of a material fact in an application for life insurance will vitiate the policy, regardless of the actual fraud or moral turpitude of the applicant.

Avoidance for Misrepresentation—Consulting Physician

Where an applicant for life insurance stated that he had not consulted a physician during the two years preceding the application, but the evidence showed that he had been under treatment of several physicians at various times during those two years, such misrepresentation was material, and must have been known to the applicant to be false, and avoids the policy, regardless of the actual fraud or moral turpitude of the applicant.

Local Life Agent

If insured was given credit for the first premium before he became in bad health, so as to operate as a constructive delivery of the policy, his subsequent illness would not defeat a recovery on the policy.

In an action on a life policy, defended on the ground that the first premium was not paid, so as to put the policy into effect, evidence held to sustain a finding that the company intended to extend credit for the premium to its general agent and to permit him to extend credit therefor to insured.—*Amarillo Nat. Life Ins. Co. v. Brown*, 166 S. W. 658.

Realty Brokers

Provision in contract for exchange of lands for liquidated damages in case of nonperformance held not to transform the agreement into an option so as to defeat a broker's right to commissions for bringing about the exchange.—*Anderson v. Jackson*, 168 S. W. 54.

A broker may recover his commissions whenever he secures a purchaser ready,

willing, and able to purchase the land on the owner's terms and conditions, unless the sale is not consummated because of the purchaser's fault, or, though the purchaser is unwilling to complete the deal, if there is an enforceable contract to purchase.

Brokers who secured an acceptable purchaser to whom the owner agreed to sell were entitled to their commissions, though the owner exercised a privilege agreed upon with the purchaser of withdrawing upon forfeiture of a certain sum.—*Jackson v. Biggerstaff & Perkins*, 168 S. W. 42.

Accident and Casualty Insurance in Court

Where an accident insurance policy required notice of the disability or death to be given as soon as reasonably possible after the accident, the beneficiary, on giving the required notice can recover for the accidental death, although the insured was living and conscious for a long time after receiving the injury and gave no notice thereof to the company.—*Maloney v. Maryland Casualty Co.*, 167 S. W. 845.

An insurer, agreeing to arbitrate the amount of a loss, thereby confesses its liability, and it cannot escape from the admission by subsequently violating the arbitration agreement.—167 S. W. 859.

Where the death of an insured was caused solely by an injury resulting from his slipping and falling while cranking the motor of an automobile, the injury was "accidental" within the meaning of an accident policy.—*Preferred accident Ins. Co. v. Patterson*, 213 F. 595.

Under an accident policy limiting to disability or death resulting solely from accidental injury "independently of all other causes," there can be no recovery for the death of the insured resulting from the concurring effect of an injury and pre-existing diseases.—*Maryland Casualty Co. v. Morrow*, 213 F. 599.

Only the reinsurance help of other mutuals, at specially low and discriminatory rates, saved Salem mutuals from a special assessment. Four mutuals lost practically all the surplus funds accumulated in years.

FIRE INSURANCE

A Successful Local Agent

A successful local agent is, in the writer's opinion, one who lives up to the following standard and keeps "a-steppin'":

Careful inspection of every risk written, and good judgment applied.

Complete daily report with all necessary information, especially where the risk is a new one to the company.

Account current made up and forwarded to company not later than the 5th of the following month.

Balances paid when due.

Prompt answers to all correspondence. (This will be a light task, if above suggestions are adhered to.)

Agents of this standard are the kind who help build great companies. You may not make money for your companies every year; however, in a series of years your agency will show a profit and a record not only noticed by your companies but by the business men who appreciate agents who write policies correctly. See that they are concurrent with other policies on same property, etc., etc., and thereby help their patrons to avoid the loss and distress which is certain to come after a fire where policies are carelessly written.

The average policy-holder does not read his policy to see that it covers as he wants it to; this responsibility is left to the agent. How many of you think of this? The "successful agent" does. The agent who requires three or four letters before answering an important question, and a visit from special agent before paying balances, is a poor manager and has no warm place in the hearts of company employees.—M. G. Jarreau in Hartford Agent.

Hamburg-Bremen

George Ascherman has been appointed secretary of the United States branch of the Hamburg-Bremen Fire Ins. Co.

Lloyds Heavily Hit

Seattle, July 30.—Fire destroyed the Grand Trunk Pacific pier and damaged the Colman dock and passenger wharves. The Canadian railroad pier loss is \$300,000, insured with the Lloyds of London. The fire started near the end of the pier.

Sissons, Cal., Aug. 3.—One schoolhouse, three churches and two blocks of residences are in ashes today, the result of an incendiary fire.

The water main was cut before the fire was started in the cupola of the Methodist church and the schoolhouse. The same incendiaries attempted to start a fire last night, but it was quenched in time.

The water main being cut tonight, the firemen could do nothing but let the blaze sweep northward for two blocks from where it started. One of the finest homes destroyed was that of Forest Supervisor Hammett, who was possibly the object of the incendiaries' vengeance. The loss is estimated at \$30,000. Fifteen homes were burned. One of the two schoolhouses was saved.

The supreme court of the United States meets at 12 o'clock, adjourns 2 for 30 minutes lunch, and continues in session until 4:30. Cases and briefs and records are studied at home, no justice having an office, though each has a secretary and a messenger.

THE MANAGER, LOCAL AGENT, SPECIAL AGENT From the View Point of the Local Agent

BY A. FRESHONE

A Paper Read at the Thirty-Eighth Annual Meeting of the Fire Underwriters' Association of the Pacific

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Your president, in a moment of absent mindedness, asking me to write a paper on the manager and the special agent from my viewpoint, that of a local agent, and I approached the subject with fear and trembling. Not because I am afraid of either subject, but for fear that I can not find words enough in the English language to express my feelings fully.

I presume it is necessary to have managers, assistant managers and special agents or the companies would not appoint them; but from my standpoint they could be eliminated with profit to the business. This also applies to boards of underwriters and to any combination that interferes with my running my business to please my fancy.

They say a man tries every other business before taking up insurance, and I know this to be true, for a great many of the human failures have certainly located in our town and they are all in the business. I tried several lines myself before I was approached by a special agent who persuaded me that it required no capital and that the company furnished everything, except money, that was needed.

In due course I received a full line of supplies and a tariff book of rates. My first insight into the cussedness of managers was here obtained, for I am told that they made the book. I read the book over several times and knew less about it than before I started. If there was ever a book of riddles printed, this is certainly it. If George Ade ever sees this book he will be supplied with jokes for the rest of his days. Studying Greek mythology or sun spots is as easy as "A," "B," "C" in comparison. After reading the book once you become confused and you imagine you are living in the dark ages and everything seems strange about you. Soon after receipt of this wonderful book I received another entitled "Minimum Rates." I looked in the dictionary to see what "minimum" meant and found that it was the least. I took it for granted that I could charge as much more as I pleased but never less, so I concluded to double the rates prescribed.

I had some difficulty getting anyone to consider my rates but finally succeeded in getting a line on the best second-hand hardware and clothing stock in town belonging to Morris Badowvitz. I sent this, my maiden effort to the company. The next day the special agent called to see if the supplies had arrived. He sat down in my chair, put his feet on my new, highly polished desk and commenced to tell me about HIS company, HIS manager and HIS office and to fill me up with his importance. When he thought he had properly impressed me he took his departure, but he returned again the next week and said "the company has instructed the manager to instruct me to cancel that policy on Morris Badowvitz."

Need I tell you what I thought of the company, the manager or the special agent? I suggested to him that I would like to kill the manager

and he said there was a rule in the tariff book that read "Thou shalt not kill thy manager nor thy special agent nor anything that is his" and as I have no doubt that it is in the book somewhere, I concluded to wait a more opportune time.

The next day I called at the office of the manager and found that he could only be seen from eleven to twelve o'clock and from two to three o'clock and not at all on Mondays or Saturdays. I inquired what took up so much of his valuable time and was told that he did not cross the bay until nearly noon; that he played dominoes from twelve until two o'clock and from three o'clock on he played golf. Up to this time I thought that when a man became a manager he had a very easy time of it but I was certainly wrong.

Managers should not be required to go to the office at all, for it is most fatiguing. It is enough to be manager without working. I have often wondered what a special agent did besides stopping at the best hotel, riding in Pullman cars, smoking the most costly cigars, telling worn out stories and taking up all your stenographer's time; but no one seems able to tell me.

It would be unkind to overlook the chief clerk in an insurance office, for both the manager and the special agent lay all the blame upon him. This young man seems to think that his position depends upon his finding fault with every daily report. What business of his is it to ask if there is any gasoline on the premises; if the property is mortgaged; if the property is vacant; how much insurance to value; how I made the rate; is it on the map; have I seen the risk; why is it insured in the wife's name and hundreds of other foolish questions. If he doesn't know, why should he expect me to know. My business is to get insurance, not to answer questions. Companies would receive much more business if they did not ask any questions, and this is one good reason why we could do without managers.

In conclusion let me say that I consider that the manager spends most of his time thinking up questions to bother an agent with and when he can not think of anything he calls in his assistant. If they can not get the agent's goat then they call in the special agent and examiner. Some day the companies will wake up to the fact that they can do without managers and special agents and will send blank policies to all property owners with instructions to fill in the amount they want when they need it.

From the View Point of the Special Agent

BY GEORGE CODDING

Preliminary to entering upon the serious portion of my paper I wish to say that our worthy president, to use a slang phrase, "put one over on me," in giving me my subject. When he first approached me and "kidded" me into entering into a literary career by contributing my virgin effort to the proceedings of the Fire Underwriters' Association, he encouraged me by promise of an easy subject and several printed copies to send my relatives and friends.

Spurred by the hope of reward and helped by a fruitful topic, "The Relation of the Special Agent to the Manager and Local Agent," I was

of the Special Agent to the Manager and Local Agent," I was only a short while writing about ten thousand words telling what an assistance the field man was to his manager and the local agent.

I read the article to my chief and he said it should be censored; that if it were read, his position and that of many other managers and general agents would be in danger. Upon reporting to my friend Williams, he scanned a few pages, turned pale and said I had "got off on the wrong foot." "You have," said he, "misunderstood the subject. It is 'The Manager and Local Agent from the Viewpoint of the Special.'" Now, wouldn't that jar you? A complete somersault was necessary. Fortunately he said the former article was too long—that one thousand words would do. Well, thought I, that helps some.

I would hate to face the task of writing an article of ten thousand words telling of what use managers and local agents are to the fire insurance business.

My former article was memorized and to be delivered extempore, but on account of the hurried preparation of this article, you will pardon my reading the same.

Now please do not misunderstand me. I do not agree with the majority of the special agents, who believe we could get along fairly well without either managers or locals. To prove my belief in the necessity and usefulness of general managers, I will offer right here to accept the management of any old reliable fire insurance company of good reputation that will pay me 50 per cent more than my present salary and guarantee me a life position.

I want also to say that I do not believe the current fiction that managers spend the major portion of their time smoking fifty-cent cigars and playing golf. On the contrary, I know several who use a pipe and play dominoes. Some complain that they think they know it all. This is untrue. I know it, as I have been asked by several managers whether or not I knew of any good agency opening in Sonoma or Mendocino counties. And as for being haughty or puffed up with their own conceit, such a charge is only due the jealousy of those who, like myself, have had their lightning rods polished and sharply pointed these many years.

Of course, once in a while, some field man meeting a newly appointed manager or assistant will say "Hello, Jack, old man, how goes it?" and be put in his proper place by "Mr. Crosswood if you please." But this doesn't happen every day.

The charge often made by field men that the managers as a body are slow to move, is only partially true. I admit, that when it comes to reducing rates to meet non-Board or mutual competition, they usually spend so much time in discussion and looking for the "nigger in the woodpile," that when the reduction is finally made, the business has passed to our competitor. This happened in connection with our farm rates and is likely to happen as to hops in Sonoma and Mendocino counties.

Why the Board of Underwriters always waits to be forced to do the obvious thing, as in the case of the reduction in San Francisco rates,

thereby losing all opportunity for credit for generosity, or fair dealing, is something the ordinary field man cannot understand and should not question—the managers probably, like the Southern Pacific in its rate reductions, which always follow loss of business from competition, have good reasons therefor. If we ever become managers and are on the inside, we shall very likely be put wise.

In spite of these little faults charged by some, we have to thank the managers for a great deal that is good. For instance, an occasional raise in salary; letters that afford us food for thought; one thousand various forms that keep us busy explaining their use to our local agents; rules that enable us to appoint for our various offices, from two to twenty agents in Oakland, Alameda and Berkeley and other growing cities; that permit us to dub anyone from a barber or blacksmith to a hop grower or mill owner a local agent, providing he controls business enough to make rebating profitable.

Now, as to local agents, I want to say right here that I do not agree with those of the special agents who hold the locals are all spoiled and that the majority do not earn the commissions paid them. I have in mind several agents in my own field who write their own policies and was once told in confidence that a field man had said that he had an agent who remitted promptly on receipt of the company's statement without argument. Of course, this is only hearsay evidence, and I do not vouch for it. I do know for a fact, however, that one of our agents once sent us two hundred dollars too much in remitting for a certain month and our cashier was given a six months vacation on pay that he might recover from the shock. We had another agent who always remitted short. One month his additions would be wrong and the next he would make an error of ten dollars in figuring his commissions; always in his favor. It was harder to get the shortage than the original amount. Finally, while suffering from brain storm, or some other malady, he also sent too much money, about one hundred dollars. On being asked by the cashier what to do about it, I said "establish a sinking fund and charge shortages to the same until exhausted. This he did, and we had a model agent for nearly a year.

Put yourself in the local agent's place. Suppose you represented half a dozen or more companies, and was visited on an average of once a week by an ambitious special agent, whose salutation was, "What can I do for you?" If you were on the water wagon and the doctor had ordered you to cut out smoking, wouldn't you say "Well old man, I wish you would straighten out these fool tags from the board, or answer these queries from the company." Who of us turns down expert help when tendered in good faith and freely?

No, boys, believe me, the local agent, with all his frailties and faults is our friend, only we should try and improve him somewhat. By sitting up nights with him, we might teach him to make his own rates, write his own policies and possibly get him to inspect the prospective risk.

One of our wisest higher-ups says lack of inspection leading to over-insurance is the cause of our excessive loss ratio. He believes that this is the fault of the special agent. Why could we not get the locals to help in this connection. It would provide the exercise many of them need.

And again, my fellow field men, where would we be without the local agent? What sustained our courage when one of our ablest and most fluent special agents thundered at us a few years since, the declaration that shortly the companies would cease to employ such help? Did we not return the answer, "Not while they depend on local agents for their business?"

Who else but the special can bring order out of chaos when the local says he has no time to visit the farm risk and ascertain whether or not the dwelling boasts a terra cotta or stove pipe? when he says "If you want John Jones' policy, on which the premium has not been paid, you can go and get it?" Jones having disappeared between two days with the policy and another man's wife.

As long as we follow the practice of appointing agents indiscriminately and without limit, so long will the fire insurance business, except in very exceptional cases, be conducted as a side issue, and that interest a man should take in his occupation will be lacking. Fewer agents and larger agencies would dignify the business, produce better results and enable us to secure more conscientious representatives.

From the View Point of the Manager

BY ARTHUR BROWN

Some few days since, without the formality of sending in his name or even knocking, a short, stout person forced his way into my office and demanded that I write the third chapter of a new "Book of Revelations" which he was editing, said third chapter to be entitled, "The Special Agent and the Local Agent From a Manager's Viewpoint." Upon inquiry I learned that this short, stout person had, at one time, been a rather successful special agent, that during such incumbency he had acquired the idea prevailing among that well-known class, that a manager never, under any circumstances, does any work that can possibly be put on others, and that having been recently elevated to a managerial chair it was necessary for him to demonstrate the correctness of this opinion and to sit back while others worked. Upon my promptly advising him that I had been in the insurance business only thirty short years and could not, therefore, have gained any knowledge whatsoever on so important a subject, he advised that he was fully aware of this—that I was of no more value than the librettist in the modern comic opera, but having learned of a small reputation I have for putting words and phrases together, he desired me to set to words certain thoughts, themes and songs that he had acquired. Upon my reluctantly agreeing, he proceeded to get them out of his system and if they meet with your approval I shall be happy for his sake, though I desire it distinctly understood that the librettist is never held to blame for an opera's failure.

One Noah Webster, who wrote the second "Book of Revelations," defines the word "agent" as meaning "actor," and further on in his much to be studied tome, applies the meaning "peculiar" to the word "special." Judging from the very appropriate result obtained by putting these two definitions together, one is led to believe that Mr. Webster must have been a manager in the insurance business before he graduated into the

"revealer" class, also that he must have been a close observer of human (insurance) nature. Mr. Webster also appears to have had great admiration for that well-known writer, William Shakespeare, judging from the numerous quotations from William's works, and in this particular connection he uses the quotation, "trust no agents." Not understanding Mr. Shakespeare as well as Mr. Webster did, we formerly discounted on all occasions this admonition, hence the "Credit Rule."

When I was a young man in the business there was still extant a tradition which you perhaps have never heard of, namely, that at one time there were happy managers. The tradition went on to state that they were plump of person, with ruddy, unlined faces and profusion of their own hair, that they met their fellow men with cordiality and were greeted with every token of respect. Looking around the managerial ranks today and noting how shrunken and worn they are, how haggard of face, how despondent of manner, and how they have become either entirely bereft of hirsute protection or are covered with the "fretted frosts of carking care" (or the remains of Chinese queues) I toiled and puzzled to find a reasonable reason for the great difference. Much delving into ancient and modern literature, much pertinent and impertinent inquiry failed to throw any light until I happened to think once more of "Revealer" Webster. At once the reason became apparent. The good "Revealer" tells us that the word "manager" indicates "one who manages." Could it have been possible that in the golden era there were managers who were actually permitted to manage their own business, and if this were so, how could the insurance world have been so turned about? I sought counsel from those oldest in the business and the truth was revealed. In the early days there were no "special agents," no "peculiar actors" and no typewriters, either of flesh or iron. When the manager came of the morning to his office he knew that outside of a few necessary loss notices his mail would contain only words of reliance and cheer, that when he went on one of his semi-annual trips his few agents would meet him on his arrival with ceremony and acclaim, that he, in other words, was "IT." He occupied the same exalted position as his confrere today in Northern Europe. That dignitary's lightest word is hung on and when he arrives at a city or town the agent, hat in hand, timidly greets the great man. They, in their wisdom, have only "inspectors" and "engineers" over there.

When the manager picks out with great care young Georgie Gosling to represent him on the road and sends him forth on his maiden trip, has he the confident feeling that Georgie will remember beyond Oakland his instructions and the great words of wisdom so well bestowed? Georgie means well and will probably remember for a few days about a tenth. The first few weeks he does well. He visits only safe and sane agents who, remembering their youth, treat him nicely though Georgie secretly chafes and wonders how a fellow can make a record with agents who have only dwellings and brick mercantiles on their books. Just about this time he gets to Pruneville and there makes the acquaintance of Agent A. Foxy, who falls over himself to welcome a new Gosling. "Mighty glad you came today, my boy, mighty glad. I have a \$5000 policy on the

Bent and Shaky Manufacturing Co.'s plant and a \$3000 policy on that fine brick emporium over there (name of assured Mrs. S. Pantofski), which I used to give to the "Goliath," but that special of theirs has been with them so long he thinks he owns his agents and no true American could stand for that. That's \$400 in new premiums for you today and I'll put your company right up at the top." Which does Georgie remember—his instructions or the \$400 premiums?

If old "Credits and Accounts" comes into the manager's office with a doleful face and advises that "Bill Badpay" at Peachville is getting further behind in his accounts, and if the manager wires "Charlie Blue Goose" to immediately make the collection or take up the agency, does he confidently believe that either will happen? "Charlie Blue Goose" has been swimming in the pond for some little time, has shown no inclination to fly over to strange waters, has fairly well gotten out of the gosling class, and is usually dependable. He has, however, always been a great friend of "Bill Badpay," especially around Kelly-Pool time. Will this get the money in, or is not the following more likely:

Dear Sir:—Pursuant to your telegram I went to Peachville to either collect account from "Bill Badpay" or take up the agency, but believe you will approve of my action in doing neither when you understand the circumstances.

Mr. "Badpay" has had quite a streak of ill-fortune, etc., etc., etc.,

the communication being usually followed with further advices to the effect that Mr. "Badpay" states that ours is the only office of the twenty which he represents which has ever reported him as delinquent. Why is it that you always adhere to the credit rule while others believe it was made only to be disregarded?

Once more I turned, this time with confidence, to my good friend, "Revealer" Webster to learn what he said regarding that much to be avoided word "expense," and again he failed me not, for his definition, "drain on resources," immediately explained why my good friend the manager occasionally wept bitter tears over the actions of "Harry Gander." Harry has been with my friend, the manager, for many years; he has long since passed the "whistling post" and "water tank" stage and is the big town man in all that implies. He is usually the comfort and delight of his manager, a credit to his company and the profession, and yet even Harry can not get away from "Revealer" Webster with his "peculiar actor" and "drain on resources."

All this, however, is sweetened by one thought, that some day, by conscientious and careful attention, by study or by pull, many of these "peculiar actors" will occupy managerial chairs, and then the many revelations of Mr. Webster will be a solace and comfort in time of troubles to them as now to us.

When the short, stout person above-mentioned had finished his special agents' songs and it came time to consider the question of "Local Agent," he drew his chair close to mine and, sinking his voice almost to a whisper, said, "I want you to be particularly careful what words you

set to my songs on that subject, for the local agent is a fearsome object to be considered in song or story and must be treated with every consideration."

While I had much respect for the admonition of the short, stout person, I deemed it advisable to once more turn to my good friend "Revealer" Webster, and found that, as usual, his teachings had a palliative effect, for to "local" he attributes "confined to one spot." Now if you were confined to one spot would you not be restless and contrary, would you not want to write everything within five hundred miles, and would you not in your "one spot" pick up the "five spots" and the "ten spots" which the careless (?) "peculiar actor" leaves on your desk along about the first of the year? If you also knew, through our esteemed "Revealer," that a spot was also a "drop" and you were confined to one drop, would you not be in favor of local option and State-wide prohibition? The good "Revealer" has, indeed, shown us many things which we never realized before.

After the short and stout person had left my office and I had occasion to review his so-called "songs" anent the local agent, I found, to my surprise and dismay, that they were not songs, but a series of letters and as I was not called upon to set letters to letters I shall brave the wrath of the short and stout person and give you these letters as he left them with me.

The first is:

Dear Sir:—Your esteemed communication of 25th inst., regarding daily report of Policy No. 245672, Jones, has my careful attention.

I regret exceedingly that through over-sight of my clerk no diagram was given you and that the questions were left unanswered on daily report of policy above-numbered. I appreciate fully that a company can not be expected to successfully underwrite any risk unless it has full information thereon. I am enclosing herewith diagram and full answers to the questions, and beg to assure you that this information will always be cheerfully given hereafter.

Respectfully yours,

A RARE SPECIMEN,

Local Agent.

The second:

Dear Sir:—I am in receipt of your favor of 20th inst., calling attention to the fact that my business with your office for 1913 was no greater than that of 1912. I endeavored to increase your business during 1913, but your cancellation of policies No. 47326, 47343 and 47382, each of which had a premium of, at least, \$100, discouraged my further efforts. I know that two of the risks covered under these policies have since burned, but you can not expect to do a large business unless you

are willing to take chances once in a while.

Very truly,

A GRAFTER,

Local Agent

The third:

Dear Sir:—Yours of the 30th ult., advising that I will be allowed only 15 per cent commission on all of my business until I have "cleared" my agency, has been duly received, and I note that you say that I am not forced by anyone to take any action. You can rest assured that I won't be forced. I consider the "Separation" rule as being unprofessional, unethical and un-American, and I won't stultify my conscience for the sake of the miserable additional compensation.

In view of my respect for you I shall endeavor to give you as much business as possible, but you can not expect me to entertain the same friendly feeling toward you that I did before.

Very truly yours,

A MIXED,

Local Agent.

The fourth:

Dear Sir:—We cannot but feel, in response to your letter of the 18th inst., that you are not familiar with our wonderful climate. We are "doing things" down here. Our citrus crop and our tourist crop will be the largest ever this year, and we fully expect that within the next two or three years all of the insurance companies will be obliged to make their Pacific Coast headquarters in the midst of our wonderful country and climate.

There is another thing, Mr. Manager, which we would like to speak about. The adjusters from the adjustment bureau and the independent adjusters in your city are all fine men, but never having lived in our wonderful climate they do not quite understand our needs, and we would, therefore, request that you have all of your adjustments here made through our local adjusters.

Our hotel rates have now been reduced to \$12 per day per person, and we hope that you and your family will spend at least a month with us this spring.

Again calling your attention to our wonderful climate.

Yours very truly,

A. LEMON, Local Agent.

Having finished setting to words the themes and songs of the short and stout person, the librettist feels that he is entitled to an individual opinion:

Peculiar or perfect, confined to one spot or covering the entire country, we are all part and parcel of the homogeneous body, all working

toward one end and becoming closer knit as the conditions of the business demonstrate the need of the one for the other. As humans we have our differences, as men we forget and forgive, and in the end we shall place our chosen profession where it properly belongs, at the pinnacle of the world's business activities.

Lightning Rods

The Ontario Dept. of Agriculture favors us with Bulletin 220, on "Lightning Rods," by W. H. Day

In the ten years from 1901 to 1910 reports were received covering 599 buildings that were struck by lightning. Of these 317 were burned, or 53.6 per cent. Amongst that 599 there were only 18 rodged buildings, and of these only 3 were burned, which is 1 in 6 or 16.6 percent, as against 53.6.

Fire mutuals were induced to keep records, and it was found that of every 200 farm buildings insured, 42 were rodged, and of every 200 buildings struck by lightning only 3 were rodged. An unrodged building is 18½ times as likely to be struck as a rodged one.

Mr. Day's article is very interesting and of special value in countries and states where lightning and lightning-fires are common. In California they are almost unknown.

The Salem fire burned nearly 14 hours at the rate of a million dollars an hour. Six persons lost their lives. The burned district covered nearly 300 acres. The number of buildings burned was about 1300. Some 9,000 men and women lost their regular employment and over 18,000 persons were made homeless. The fire started in a leather factory—nobody knows how. The day was hot and the wind strong. Sparks and burning brands on many shingle roofs started many fires simultaneously. There appears to have been no sprinklers in the factory where the fire started. The big buildings did not "cut off" the fire, which "jumped" long distances. Two buildings in the burned district successfully resisted the fire and heat.

Conflagrations This Year

The fire records of Safety Engineering show that 397 conflagrations have raged in various parts of the United States since January 1, 1914. By these fires many lives were lost and \$40,000,000 worth of property was destroyed.

Factory Mutuals' High Dividends Will Not be Maintained

The Factory Insurance Association of New England recently issued a circular to agents and brokers, calling special attention to the advantage of cancellation of mutual contracts even though such cancellation be made at short rates.

The reasons advanced are that mutual companies are liable to the conflagration hazard, as at Salem, and also that there must be a heavy reduction in mutual dividends for at least a year. Further losses may reduce them still further.

Danger to Fire Mutuals Proved by Salem Conflagration

The big factory mutuals of Massachusetts had "many eggs in one basket" at Salem. The burning of a single factory imperiled the existence of more than one mutual and heavily cut the surplus funds of all.

Not an engine was able to throw water on the factory, and the sprinkler protection was made worthless by the heat of the conflagration and by the wind that the heat itself blew up.

The particular weakness of the factory mutuals was shown in the totality of this factory loss and by the admitted liability to one or more similar losses before they can recover from this loss.

These big factory mutuals, so conservative and confident usually, and relying on sprinkler protection, are face to face with failure and dissolution.

Their policyholders can no longer consider themselves fully protected. A conflagration in any one of several factory cities might wipe all the factory mutuals and end in assessments to policyholders and serious losses to claimants.

LOOKING BACKWARD

The Pacific department of the Hartford Fire was organized in 1870, but in 1857 Edward McLean had been made an agent in San Francisco. About this time, H. H. Bigelow and John Fowler had commissions, to be succeeded in 1861 by Bigelow Bros. A. P. Flint was connected with this firm. Five years later, in 1866, the Hartford withdrew from California. President Chase made a visit to the Coast, and on his return home he recommended that the company re-enter this field. P. P. Heywood was appointed general agent in 1869 and a year later Augustus P. Flint was also made general agent. The firm became Flint & Heywood. Mr. Heywood was transferred to Chicago in 1872, and Mr. Flint continued as sole agent until 1885, when he died. Henry K. Belden and John W. G. Cofran, as Belden & Cofran, then became general agents. Mr. Belden had been the city agent. He was a natural statistician and the company had under some consideration his transfer to the home office in that capacity. Mr. Belden and Mr. (Geo. W.) Spencer, in 1903 went to a launching and getting off at the wrong place, walked against a strong wind a long distance over the flats to the Union Iron Works. Belden was very much fatigued and next day fell ill with pneumonia, from which he soon died. Mr. Cofran had been with the company in the Pacific Northwest. In 1895 he was transferred to the Western department at Chicago, as the senior member of the general agency firm of Cofran & Bissell. Mr. Belden then became sole manager of the Pacific department, with Whitney Palache as assistant manager. Mr. Palache had been a successful special and adjuster for the Hartford. Seven years later, in 1902, Messrs. Belden and Palache became associate managers. Soon after Mr. Belden's death in 1903 Mr. Palache and Mr. Hewitt were appointed general agents. In January, 1912, Adam Gilliland was appointed assistant general agent, a position he now holds. Recently, Mr. Palache became one of the vice presidents of the company, with James P. Wyper,

and both gentlemen have since made their homes in Hartford. Mr. Hewitt, as everybody expected, was then appointed sole general agent of the Pacific department. The Cofran & Bissell firm at Chicago was succeeded by Cofran & Dugan, Mr. Bissell going to Hartford as vice president. He is now president. In 1909, Mr. Cofran, "our John W. G." greatly lamented, was in 1909 summoned to the home office to accept the vice presidency. In January, 1912, he suddenly died. The Coast has furnished the Hartford with Mr. Cofran and Mr. Palache. Mr. Wyper and Mr. Dugan have also lived on the Coast.

Twenty Years Ago

Forty Masonic life and accident associations had failed. Grand Master Swain said of such "insurance": "It is a fraud."

Wm. Sexton was appointed manager of the adjusting department of the Fireman's Fund.

San Francisco's Midwinter Fair closed. No serious fire occurred in the six months.

Sympathetic railroad strike in California.

W. O. N. Morrison succeeded Horatio Haskell as agent of the Mutual Life in southern California.

"Insurance Opinion" appeared in New York.

The Frankfort Accident & Casualty (now the Frankfort General) entered California, with Voss Conrad & Co. as general agents for the Coast.

Geo. B. Woodward was elected secretary of the Metropolitan Life.

Dr. Meyer, life insurance swindler, was found guilty of murder in the second degree. He and his wife insured the lives of men who supposed themselves married to Mrs. Meyers. Poisoned to death, the "widow" then collected the insurance on her late lamented "husband."

British merchants have begun a movement to make the insurance of steerage passengers compulsory. The necessary increase of rates of passage would be small.

ONE THING AND ANOTHER

The Occidental Life defines "spizzerink-tum" as vim, go, intense energy, the over-mastering will to succeed. Have you got any?

* * *

Another insurance man has been made insurance commissioner. He is John James, an accident insurance hustler, appointed to succeed Willard Done of Utah. As I do not know the color of James's hair I am not prepared to express any opinion as to his temperamental fitness for the political job to which he has been assigned. I hope he is half as good as Done already.

* * *

It is now understood that efforts will be made—and successfully, no doubt, to make the Insurance Congress a permanent organization.

* * *

Young men, new agents, may get the Coast Review without cash. Write publishers for particulars.

* * *

One of the best pictures ever printed in colors by the Metropolitan Life's "Metropolitan" is "Spring Cleaning," depicting the good housewife scrubbing in a tub the music-master's cello, with a "cleaned" violin drying on a cloth on the floor. In the doorway stands the horrified music-master.

* * *

The man who doctors himself has a fool for a doctor, and it is equally true that the man who lawyers his own case has a fool for his lawyer.

* * *

The Key-Stone Arch.—Prof. Hilprecht found a key-stone arch under the debris of thousands of years at Nippur. The Romans, therefore, did not invent it.

* * *

T. H. Smith, a Chicago adjuster, prints a card, on which, above and below, are these plain words: "It is a good plan to leave a few things unsaid. Avoid explanations. Your friends don't require them. Your enemies won't believe them."

The catch-phrase, "An agent is known by the companies he keeps" was first printed in connection with a cartoon in an issue of "Whittlings," lo, these many years ago. It has since bobbed up in the advertising literature of many sections, local agencies a many have adopted it and big corporations have emblazoned it upon their banners. 'Tis well that this is thus for it contains the essence of a great truth.—Whittlings.

Perhaps. But we know it originated with the Coast Review many years ago. So also, "a company is known by the company it keeps," and also the phrase "insurance that insures," and now "capital puts the sure in fire insurance."

* * *

An illegitimate daughter has an insurable interest in the life of her father.—164 S. W. 438.

* * *

A fire in a Washington town last month destroyed a moving van and the household furniture therein. Seemingly there was no insurance. Van insurance is needed in this country.

* * *

An English little boy denied and redened the charge that he had started fires, but finally the awful presence of the policeman persuaded him to admit the truth of the charge. He was sent away to school but the fires in his home neighborhood continued to break out. A little girl, a coming suffragist, was finally caught in the incendiary act. She then confessed that she had started all the neighborhood fires, including those to which the little boy had confessed.

* * *

Los Angeles.—F. C. Staniford, supt. of agencies for the Norwich Union Fire, is of opinion that the principal cause of so many dwelling fires in Los Angeles is the inferior chimney construction of all cottages and bungalows recently built.

* * *

The Springfield F. & M. stands for pluck as well as luck.

LIFE INSURANCE

Smaller Life Companies Opposed to Federal Supervision

Movement to Amend Constitution

There is now a definite movement for insurance supervision by the federal government.

It is proposed to try to amend the federal constitution and make insurance either "commerce" or specially subject to regulation by the congress at Washington.

The national constitution can be amended whenever two-thirds of both houses of congress shall propose it, or two-thirds of the state legislatures ask for it; and the proposed amendment shall be valid and a part of the constitution when ratified by the legislatures of three-fourths of the states.

It is not necessary that such ratification shall be within a specified time, nor by the legislatures next in session.

Apparently, the rejection of the proposed amendment by more than a third of the state legislatures does not kill the amendment, providing that the necessary two-thirds subsequently ratify it.

There are 48 states. If 34 states ratify the proposed amendment and 14 fail to do so, the advocates of it need not be discouraged. They can nerve themselves for a 10-year campaign in 2 states most likely to finally ratify the amendment, and of course will finally win.

There are sound and convincing arguments for national insurance supervision.

There are sound and convincing arguments against national insurance supervision.

It would certainly be a leap into the dark.

National supervision of insurance might prove to be very embarrassing for many or all companies.

There would be uniformity as to conditions of inter-state business, and better and stricter standards of solvency. But there would not be fewer state laws nor fewer

state insurance officials nor less taxation.

Some of the companies now supporting national insurance supervision might regret it.

Some of the new national regulations might estop many small companies from doing business outside their own state.

We understand that the larger life companies have organized in behalf of an amendment to the constitution permitting (which is authorizing) national supervision and regulation of insurance.

We understand, too, that the smaller life companies are organizing to defeat the proposed amendment as being a menace to their existence. They will probably be joined, later, by the smaller fire and miscellaneous companies.

Secretary Willard I. Hamilton informs us that in continuance of its long-established policy of perfectly open relations with its policyholders, the insurance field in particular, and the general public, The Prudential Insurance Company of America has delegated one of its supervisors, Harvey Thomas, to be in charge of its publicity department. Mr. Thomas is a seasoned newspaperman, of many years' experience.

"The Chances of Death and the Ministry of Health," by Frederick L. Hoffman, L. L. D., statistician of the Prudential Ins. Co. of America. The author says the United States death rate is only 13.9 per 1,000, against 19.8 in 1880. In 1872-82 the tuberculosis death rate was 318 per 100,000, but during the last decade it was only 182.

The Bankers Life Bulletin, by the Bankers Life Company of Des Moines, excels in practical worth. That "Speed Up—Meet Me in Frisco" flying sign is automobillie, Billie. And what a number of good producing agents are "on their way to Frisco" in 1915! Basil Beal of California, J. E. Horton of Tacoma, H. S. Havlin of Texas and many others.

New Rivalry In Business

By Robt. L. Cox, Before Canadian Life Underwriters

Recently the great business affairs of the world, and particularly those in America, have been sailing in a troubled sea and through a fog of prejudice and criticism. It has been quite impossible to determine whether business concerns would collide and sink, would drift upon the rocks of some unknown shore, or perchance by good fortune, would make in the end safe harbor. And during this period we have been maintaining what, in the language of the day, would be called a "watchful waiting." So, as we meet here today, the great question in the minds of all is and must be as to the latitude and longitude of modern business, including our own, and whether it is headed towards port or towards destruction. It does not take more than a surface observation to see that the conditions of doubt and uncertainty are general, not local, and that they grow out of changing economic and social conditions common to the whole world. In other words, we are in the midst of a reorganization and readjustment of social and economic relations which involve all lines of business and to a degree our own among the number.

Business Headed Wrong

Already I fancy the average man realizes that for some time past business has been headed in the wrong direction and that in order to save it from destruction the course of its sailing must be changed. And it ought to be a matter of satisfaction to us as life insurance men to know that as our business was one of the first to experience the need for reform we now have an advantage by having changed our course somewhat before others began to realize that in the end they, too, would have to change theirs. At any rate, we do not find ourselves submerged in the gloom that now seems to overhang other large business interests and, if I mistake not, all are about to emerge from the fog of uncertainty and distrust into a brighter and more hopeful atmosphere.

Within the last hundred years we have entered upon an area of specialization such as the world had never known before.

Only last week we learned from a threatened strike in New York City that the inspection, or, as it is called, the candling of eggs, has been relegated to a group of people who do little or nothing else from one year's end to another and that expertness up to the point of modern requirements in specialization can be achieved only by years of practice. Just think of it, with farms to cultivate, factories to operate, railroad trains to run, stores to keep, etc., enough people to form a trades union can be found sitting day in and day out sorting and classifying eggs for other people to eat, which still others have produced. It strikes me that specializing of this sort, which has been carried into every branch of trade, is one of the causes of the selfish disregard for the interests of others which came to be a marked characteristic of the modern business conditions. There is, and can be, no personal relation between the egg candler and the thousands who are dependent upon him for the quality of this important part of their food supply. He does not know, nor can he care for them or their interests, while they are even unaware that such a service has been rendered for them by any one. And so it goes in nearly all other lines of work today. The man on whom society is dependent for a good and satisfactory product has no acquaintance or direct relation with the people consuming his product. Specialization in business has tended to sever personal relations between producer and consumer and, therefore, to dull human sympathies. In other words, it has made man more efficient but less human in his dealings with other men.

It Is Profit-Sharing

If we could but gain a better understanding of the fact that not money but rather the comforts of life which money will buy are the things which we really wish to achieve in this world, we would see that to furnish insurance in case of death and compensation in case of injury, shorter hours and better recreation facilities, safer machinery and better housing conditions, and the many other advantages to which the attention of the business world is being directed at the present

time, are all in effect profit-sharing of a practical kind. These are direct contributions to human happiness that reach the mark and they are showing us how personal interest in the welfare of others can be and is being extended beyond what was deemed sufficient up to the time that modern business developments substituted horizontal for vertical lines of cleavage in society.

It is to be hoped that as captains of industry are brought to recognize duties lying outside of their obligations to stockholders, likewise employees will see that their interest in humanity must extend beyond their fellow unionists with whom they are in direct contact, since the sin of greed and selfishness does not become a virtue merely because opportunity for the exercise of it is limited.

Founded on Human Sympathy

Life insurance long since went through the fire of public criticism and emerged with its place in the economic world more firmly established than ever before. But let us not in our elation mistake the reason for our salvation. It was not the amount of our assets nor the undoubted solvency of our companies that saved us. Nor was it alone because of the generally high character of the army of men engaged in the business that we escaped unharmed. No, it was because the business was founded on human sympathy and had always made its appeal to the better side of human nature. Though at times it has drifted from the course laid out by its pioneers it never went so far astray as to worship with other enterprises at what has been aptly called in a recent magazine "dividendolatry." It began as a mutual enterprise and even the entry of stock companies never changed its essentially co-operative character. Furthermore, the workers in life insurance are mainly in the field in direct relation with its customers instead of in factory or shop. In this respect it is in direct contrast with the ordinary commercial enterprise. Life insurance, therefore, never lost under specialization its human touch and never ceased to make a human appeal. And it is well for this body, representing, as in a sense it does, both company and policyholder, to consider the responsibilities rest-

ing upon it. You are business agents called upon to transact business on a business basis. But you are more than this. You are, or should be, the friends and confidential advisers of those with whom you deal. It is your duty to meet and mingle with them as men. It should be your privilege to see that they are treated fairly and frankly, at the same time losing no opportunity to show them why oftentimes they cannot get from a company what, to the individual policyholder, sometimes appears just and reasonable.

They must be made to understand that under co-operation there is no place for selfishness. Mutuality means all for each and each for all, but never each for self. Finally, I would adjure you to keep step with the great world movements. Face always toward the sunrise of events and be satisfied with a glance over the shoulder at the beauties of the sunset. Remember that the life insurance of the future will be written upon men of the future and in accord with the needs of the future.

Among the death claims paid in California June by the Bankers Life are: Timothy W. Dooling, Galt; Jno. H. Miller, Sacramento; Louis B. Ballschmidt, Eureka; Earl A. Copps, Glendale; Percy H. Woods, Los Angeles; Peter C. H. Thrane, San Francisco. And Christian L. Jvell, Mt. Vernon, Utah; Chas. S. B. Chant, Spokane; W. L. Gregory, Harry R. Trowbridge, Portland; Frank A. Stiles, Dallas, Or.; Eugene B. Jones, Tangent, Or.; Saml. M. Ogden, Somers, Mont.; Dennis B. Barton, Deer Lodge, Mont.; Geo. S. Lander, Butte, Mont.

The Connecticut Mutual's \$13,389,078 is a large gain over 1913's first half-year.

The Pacific Mutual's \$11,325,000 new half-year writing is about the same as last year.

The National Life wrote \$12,833,215 new half-year total, a good gain.

The Travelers wrote \$28,496,451 new business in the first half-year, a gain of nearly \$5,000,000.

The Union Mutual of Maine wrote \$3,103,225 new business in the half-year. This is about the same as in the same months last year.

Wants the Bankers to Have Endowment Life Insurance Funds

Moody's Magazine for July contains "The Co-operative Plan Applied to Systematic Bank Deposits with Life Insurance Protection," by W. W. Smith. The author speaks of endowment insurance as a popular means of compulsory savings but as not giving as good results as his plan. Why? "Because if the insured dies he loses the investment part of his premium, and if he lives until his policy matures as an endowment his family loses the protection unless he takes out a new policy." Is it not equally true that if the policyholder dies he saves the investment part of his premium and his heirs are paid a yearly decreasing amount of insurance? On maturity by expiration of years his family lose the protection of insurance under that policy but they have in the policyholders' cash payment the protection of the investment plus some interest earnings equal to the investment and insurance at any time.

Mr. Smith's plan is not exactly new. There was a New York Life Trust Co. in California in the early '70's, which undertook to insure a man's life and invest the "reserve part" separately. Mr. S. wants the life companies to issue only the ordinary life form and encourage applicants for other forms to deposit the difference in premiums between these forms in a bank or trust company in the locality in which they reside.

The reserves on endowment policies now in force in the companies reporting to the New York insurance department amount to more than \$1,500,000,000, and the average time that these policies have been in force is about ten years. The interest earned in 20 years is 4.84 percent. Mr. Smith wants the bankers to co-operate with the life underwriters to save billions of life insurance for the heirs of those who die while carrying life insurance. The payment of the endowment policies wipes out the insurance feature.

The San Francisco Life Underwriters Association has selected delegates to the annual convention of the National Association in Cincinnati, September 14. Insur-

ance managers chosen are: E. W. Armstrong, F. H. Beaver, Geo. L. Bandy, W. J. Bell, Horace Hunter, A. O. Harwood, W. L. Hathaway, L. B. Messler, W. H. Matson, R. O. Miles, James Osborne, H. E. Picker, Warren R. Porter, Geo. R. Stiles, Geo. B. Scott, A. M. Shields, Clarence M. Smith, Fred Stolp, R. L. Stephenson, Gordon Thompson, W. A. Wann. All and several who go to Cincinnati next month are instructed and urged and commanded to return with the National Convention for San Francisco in 1915 or prepare to commit hari-kari.

New York State Life Insurance Report

The 55th Annual Report of the Supt. of Insurance of the State of New York (Frank Hasbrauch) has been received. It is a book of 972 pages. The annual statements of the life companies give the details of investments and collateral loans and interest-book value, par value, market and amortized value of bonds and stock owned.

The companies reporting have \$4,417,298,211 assets, a gain of some \$243,000,000 or over \$2,000,000 a month.

The assets gained about 6 percent. The surplus as to policyholders gained 10 percent. The surplus is \$256,936,224.

A British life company advertises: "Annuityants live longest. We give a return of from 8½ to over 13 percent at ages ranging from 55 to 70 years. Exceptional terms for impaired lives." At age 65, \$2,500 will purchase a man of 65 annuity of about \$295, and will purchase a woman at age 60, \$235.

The New York Life's \$129,912,900 new biz. is practically the same as in the first half of 1913.

The Northwestern Mutual wrote \$80,709,874 new business January-June 1914, a good gain.

The Manhattan Life wrote \$3,030,841 new half-year total, a gain of nearly 60 percent.

The Mutual Benefit's \$47,285,104 new six months' total is a large gain.

The Germania Life's \$12,600,000 new half-year writing is some gain.

**Plan of Co-operative Disability Insurance,
Coupled with Low Cost Life Insurance,
for Metropolitan Employees**

The Metropolitan Life offers to all its employees in the field (superintendents excepted) who have been in the employ of the company over six months and are not over 60 years of age, a plan under which they can be assured of a weekly income in the event of disability due to sickness or bodily injury, and of the payment to their heirs, in the event of death, of a substantial amount of monthly benefit for twelve months subsequent to date of decease. No medical examination will be required for either the life insurance (except in a very few states where statutes require such examination) or the disability insurance, but in the event of incapacity the company will examine, and will require proof of incapacity, as often as it may deem necessary.

The amount of life insurance to be granted on any life will be 52 times the average weekly earnings for the first six months of 1914. For example: an agent has averaged \$24 per week for the first half of 1914. He will be eligible for 52 times \$24, or \$1,248. In the event of death, the company would pay to the beneficiary \$104 per month for 12 months. Assuming the insured in this case to be 25 years of age when this policy was issued, the monthly premium for the first year would be $1.248 \times .71$, or 89 cents.

To each employee on whose life this insurance is placed the company will also issue disability insurance, subject to the conditions of the policy when issued, at the published rates, and in every case the company will pay one-half of the disability premium on men, and on women the difference between the published cost and the sum to be paid by men for like benefit; that is, the sum to be paid by men and women will be the same.

The weekly benefit insurable in every case will be two-thirds of the average weekly earnings for the preceeding six months, taken to the nearest dollar. In the event of disability this benefit will be payable for 26 weeks, when one-half thereof will be payable for the next 234 weeks, when it

will be again reduced to one-quarter, which will be payable up to age 65. In the case already cited, the benefit will be \$16 per week for 26 weeks, \$8 for 234 weeks and \$4 to age 65.

No benefit is payable for 13 weeks subsequent to the insurance taking effect, nor for the first 7 days of incapacity.

The premiums on these insurances are to be paid on the first day of each month to the cashiers in the district offices and prompt remittances made to the company, with special report forms.

Full details will be found in the sample policy form which accompanies this circular letter.

This is a joint offer, and neither the life insurance nor the disability insurance will be issued or carried separately. In other words, an employee to obtain the benefit of either form of protection must apply for and continue both.

The Pacific Mutual ranks second in rate of interest earned, and is advancing.

The Fidelity Mutual wrote a good gain in new business for January-June 1914, a total of \$9,056,173.

The Mutual Life of New York wrote \$107,-343,703 new business in the half year, as against \$82,225,913 for the same months last year. This is a gain of over \$25,000,000.

Kansas will probably engage in life insurance next year. It is a state of fads and faddists.

The Union Central has adopted a new rule to omit reference to any other company in all of the new literature it prepares, or in any printed matter sent out from the home office.

The West Coast Life's half-year new business was \$1,757,602, a gain of nearly \$300,000.

The Union Central wrote \$27,690,648 new business, a large gain over the first half of 1913.

The Columbian National of Boston wrote \$5,912,291 new business for the half-year, against \$7,232,684 for same months last year.

INSURANCE OF ALL KINDS

Hawaiian Report

Preliminary Report of the Insurance Commissioner, Territory of Hawaii, Business of 1913. D. L. Conkling, insurance commissioner; Henry C. Hapai, deputy insurance commissioner. Fire insurance written \$28,-385,448; premiums, \$567,821; losses, \$87,-631. Ten years' premiums, \$5,084,894; losses, \$831,736.

Marine premiums in 1913, \$261,266, with \$103,281 losses paid. Ten years' premiums, \$2,630,786, with \$569,576 losses.

New life insurance written by 11 companies, 2,855,347.

Miscellaneous premiums, \$125,143, with \$34,270 losses.

In 1870 one hundred and sixty-seven joint stock fire insurance companies reported to the New York Insurance Department, and of these but twenty-nine remain, and some of these have gone through reorganization. A multitude have been organized since, had their day and joined the departed — only a small percentage remaining. With such an awful record it is happiness to be numbered with the survivors.

Of the three hundred and thirty-four presidents and secretaries of the one hundred and sixty-seven companies of 1870, above mentioned, but six are living, so far as we are able to ascertain, and not all of these continue in the business. — J. L. Cunningham.

The Review of London prints an interesting tabulation of British companies' income from life premiums. Here are some totals in pounds (multiply by 5 for dollars):

Prudential	£12,794,974
North British & Merc.	1,203,197
Alliance	1,165,405
Commercial Union	1,059,953
Royal	807,575
Phoenix Assurance	714,083
Law Union & Rock	580,103
Scottish Union & National	539,057
Royal Exchange	360,378
Guardian	312,767

Northern	291,416
Caledonian	275,497
Liverpool & London & Globe	273,340
London Assurance	206,569
Atlas	199,188

In 1871 the Commercial Union's life premium income was only £71,073, and the North British, £284,879.

In the Middle West there are Western Union and Western Insurance Bureau companies. The Union and the Bureau co-operate in good work. There are some 55 free-lances, among which are these: Arizona, Home of Utah, Austin, Century, Commonwealth of Texas, First National, German of Peoria, Globe Underws., Globe & Rutgers, Hamilton, International, Lumber, Merchants of N. Y., Northern of N. Y., and Stuyvesant. There are far more Union than Bureau companies.

England.—The first outstanding fact is the immense popularity of assurances participating in profits. The number of participating assurances now in force is more than five times as great as that of non-profit policies, and the sums assured by with-profit policies are more than four times as great as those assured on the without-profit scale. This preponderance is evidently due to a realization of the fact that in the long run the participating policies score. Every soundly managed office makes a profit on both classes of business, and in the case of a mutual society there is nothing but the very small cost of expenses between the participating policyholder and a share of the surplus; a study of the premium rates and bonuses of any first-class office suggests that the with-profit rates are advantageous.— London Times.

The Equitable will no more print lists of death claims. The alleged reason is that get-rich-quick promoters prey on the beneficiaries.

The New England Mutual wrote \$17,942,-459 new business in January-June 1914.

San Francisco Offer to Water Company

**\$34,500,000 for Spring Valley Plant, Excepting
Certain Lands in Two Counties**

The advisory water committee of the San Francisco board of supervisors, acting for the board, has formerly requested the Spring Valley Water Co. to accept or reject the city's offer of \$34,500,000 for its plant, excepting certain lands not needed. Bond holders are to be paid par value. The city agrees to limit itself to 15,000,000 gallons daily from the Pleasanton lands. The offer was made on July 27.

Surety Notes

The \$100,000 bond in favor of the state treasurer, covering the workmen's compensation fund, is one of the largest public official bonds written in New York state for some time. It was furnished by the American Surety Company of New York, through its branch office at Syracuse.

The Southwestern Surety Insurance Company has established a branch office in San Francisco. This has been done with the friendly concurrence of Lloyd & Spengler who have represented the Southwestern as general agents for several years and who pioneered the company in this field.

Messrs. Lloyd & Spengler will continue to write business exclusively for the Southwestern. Rollo E. Fay has been appointed resident manager of the casualty department. Mr. Fay has been for several years connected with Lloyd & Spengler and has been in the casualty business for a number of years prior thereto. He has specialized on compensation business and is recognized as an expert in all casualty lines. Roy E. Bigham, who has been handling the company's claims here under the Compensation Act, will continue in the same capacity.

Surety.—H. B. Zevely, secretary of the American Surety Co., has been elected a vice-president and will be assigned to the Pacific Coast district.

Joy Lichtenstein, formerly with the Pacific Coast Casualty, now with the Globe Indemnity, has been appointed manager of the Pacific Coast department of the Hart-

ford Accident & Indemnity. Mr. Lichtenstein has a first rate reputation as a surety underwriter.

President Faymonville of the Fireman's Fund goes East in September and will attend the Western Union meeting.

Field Men's Notes.—In Oregon and Washington the Fidelity-Phenix will be represented by Fred D. Hougham, succeeding A. P. Lange at Portland.

At Spokane A. S. Hedefield represents A. C. Olds's companies.

At Great Falls Grant R. Brown represents the Liverpool & London & Globe.

J. W. Gamble represents the Continental and Fidelity Underwriters at Helena.

Portland, Aug. 2.—Fire alarms in this city during July numbered more than three times as many as in the same month last year. Two hundred and thirty-eight alarms, responded to by the fire department, is believed to set a high-water mark for any one month. In July, 1913, there were only 75 alarms. About half of the alarms this year, however, were for grass or brush fires due to residents burning weeds losing control of the fires.

Ellensburg, Wash., July 31.—The hail storm which struck the valley two weeks ago still is causing trouble and loss among the fruit growers. Blight has attacked the fruit in many orchards, where the hail has broken the skins of the apples and pears. This acts on the fruit as on the trees, but is more serious, as the insect, bee or bird carries the blight bacteria quickly and far.

S. J. Johnson, formerly of San Francisco, is no longer underwriter of the First National Fire. The new management has a new broom.

San Francisco.—Fire chiefs on their way to their annual convention in Vancouver, B. C., will be entertained on August 28. An exhibition of modern fire fighting and the latest apparatus will be given on the Exposition grounds.

Manager Irving Issues a Full Coverage Combined Automobile Policy Contract

In order to extend greater facilities to agents and their clients and to improve the service which the Phoenix Assurance is featuring, Manager Irving, for the Phoenix and the Union Marine, now issues a full coverage combined automobile policy contract, which covers fire, theft, transportation, collision, property damage and public liability—in short, all the hazards incurred in the ownership, maintenance and operation of motor-driven vehicles.

Heuer Now with the Phoenix Assurance

In order to properly care for the Phoenix Assurance Company's growing interests in northern California and to provide added service facilities to agents, clients and friends, Manager Irving has divided the field now covered by our Mr. Yocum into two jurisdictions, to be known as "Northern" and "Central" California, Mr. Yocum retaining the northern portion of the field. G. A. R. Heuer has been appointed special agent of the company for central California with headquarters in San Francisco. Mr. Heuer has long been identified with insurance interests in that portion of the field to which he is now assigned and where he has many friends.

We congratulate both Mr. Heuer and Manager Irving.

California.—The state corporation license tax ceased on July 1.

Manager Hoadley has returned from his holiday trip up Mendocino way. He fished all the eels out of Eel river.

Guy Francis, assistant manager of the Connecticut and Westchester, is on his way to Alaska.

West St. Helens, Or., has been in danger from forest fires for a week.

Forest fires are raging in Idaho and Washington and much further damage is feared in this dry month.

Lightning has caused many fires in the forests of Washington this year.

Washington Surveying and Rating Bureau Attacked

Washington insurance men have received a bulletin from Insurance Commissioner H. O. Fishback, attacking the right of Lee McKenzie, surveyor for the Washington Surveying and Rating bureau, to dictate the form of riders on policies or to fix certain rules governing the writing of fire insurance.

The Fishback order is, in full, as follows: "To Fire Insurance Companies and Agents:

"It having been repeatedly brought to the attention of this department that the so-called 'tags' of the stamping bureau, operated under the supervision of Walter E. Keene at Seattle, are considered as official, and that the said bureau is operating under the authority of this department, we take this means of stating that the so-called stamping bureau is in no way recognized by this department as having any authority whatever, under the laws of this state. It is purely a voluntary matter with the companies and their agents as to whether or not any attention is paid to the so-called 'tags.'

"Furthermore, we do not recognize the right of the Washington surveying and rating bureau, operated by Lee McKenzie at Seattle to dictate the form of 'riders' to be used or the rules to be followed in writing policies of insurance except such as may be required in fixing and establishing rates, and in such cases it is not required that the absolute phraseology and words be followed if the clause in use is free from ambiguity and such as may be clearly understood as to its meaning and intent. Some of the 'rider' indorsements set out in the bureau's publication of rates, particularly the 'watchman's clause,' are in violation of the provisions of our laws and should not be followed."

Wm. Manning, special agent for the Atlas at Denver, is in town. He says there is general business depression in Colorado, exceeding possibly anything before in that state.

Valuable Asset Not in the Statement

The West Coast Life has a valuable asset which does not appear in its annual statement. This is the value of its industrial plant, which has cost money to be returned later with interest. An industrial "debit" does not become self-sustaining for four or five years. Much of the industrial business of the West Coast Life is now self-sustaining and all will be in time. Insurance laws in this country allow no credit for money necessarily expended in the building of the industrial plant.

The Small Ohio State Life Defense

Columbus, Ohio.—The supreme court has been asked to pass on the question of whether an act of heroism in which a man risks his life compels him to forfeit protection of an insurance policy.

Samuel Hickman, of Cleveland, was killed at a motordrome there May 3, 1913, when helping to pull a fallen motorcycle driver from the path of other speeding machines. The Ohio State Life Insurance Company refused to pay the policy on the ground that Hickman exposed himself to unnecessary risk. His widow sued for \$600. Lower courts gave judgment for her and the company appealed the case. Decisions in other states have held that going to the rescue of endangered persons is not a voluntary exposure to unnecessary risk within the meaning of the policy.

Connecticut Fraternal Report

Commissioner Burton Mansfield sends the 19th annual report of his department on fraternal benefit societies, a book of some 600 pages. This is Part III.

Assets of these 52 societies increased over \$9,000,000 last year, and their income increased nearly \$5,000,000. They paid over \$50,504,000 in death claims, and a total of \$54,000,000 in benefits. They have now \$120,000,000 in assets, generally well invested. This form of life insurance is increasing but sad days must be in the reckoning.

Good

The Bankers' Life's new monthly income policy is a hummer. It provides that in case the beneficiary members of the family die, the policyholder becomes heir to the income at age 70.

Royal Exchange Assurance

The total assets of this very old London company are \$35,465,310. As the life department funds amount to \$18,401,630, the fire funds amount to \$17,063,680. The paid up capital is \$3,446,100. Premiums last year were \$7,309,850. Losses were \$4,109,530. Lawrence Lamping represents this company in the Pacific Northwest.

New York Insurance Report

Part I Fire and Marine (Business of 1913). We are indebted to Frank Hasbrouck, superintendent of the New York state insurance department, for a copy of the greatest and best annual of the kind.

There are over 1,200 pages, and when we finish, like *Oliver Twist*, we cry for more. Or was it some other Do-the-boy? The superintendent says: "if politics (using the word in a sense other than Aristotelian) are banished from it entirely"—"it" being the state compensation fund—the present arrangement will prove workable. But we are dealing with concrete fire insurance.

The excess of fire premiums over losses and estimated expenses — why "estimated?"—is or was \$7,683,846 on 1913 business, there being no conflagration, this being in New York.

The premiums of 1913 were immensely greater than in 1912 — over \$18,000,000 more, and losses \$12,000,000 more. Risks covered are about 5½ billions more.

The Casualty Underwriters of California have elected A. L. Johnston of the Royal Indemnity president. Re-elected officials are D. E. Kessler of the Employers' Liability, vice president, and W. A. Chowen of the Frankfort General, secretary-treasurer.

L. W. McGlaufflin, a life insurance man, died recently in Alameda, Cal., of acute indigestion.

ONE GOOD SERVICE OF A FIRE CHART

THE various fire chart annuals issued in this country—among which the Coast Review's ruled Pacific Fire Chart ranks high and unique in excellence and practical service—have several ways of presenting company conditions and stimulating the thoughtful survey and keen inquiry which unmask weakness and put the intelligent inquirer on his guard. The various ruled columns enclose something of the history of the company for five or more years. The assets show accumulations or possibly a decline in resources; the reinsurance reserve (unearned premiums) shows gains or loss in new business; the difference between premiums and income is the earning on investments; and the increase in reinsurance reserve (excepting possibly any large reinsurance liability taken over from a retiring company) must be considered when estimating the profit on underwriting; for the difference between 100 and the total loss and expense ratios is nearly always much more than the underwriting profit. A large excess of income over expenditures may not contain any underwriting profit; and, on the other hand, an excess of outgo over income may prove an insistent demand for dividends rather than an underwriting loss. A careful reader of the chart figures can always determine whether a company is losing money, as it may be doing when seeming to make it. The agent and broker should know this, for a company long losing money is not very likely to be a liberal payer, and may be looking for a reinsurer. A number of stock companies reinsure every year: very few fail. In last year's Coast Review Chart were the names of a number of fire companies which do not appear in this year's Chart; and in this year's charts are the names and figures of companies which will retire before the 1915 charts issue from the press. The reader, by studying their figures, can pick out some or all these unfortunate offices. Let him try. For such is one of the legitimate uses of these fire charts, showing resources, premiums, losses, income, expenses, outgo, reinsurance reserve, liabilities, capital and net surplus. Present indications are that 1914 will be a hard year as regards losses, with little hope of increased values and any material increase in surplus. It is inevitable that some companies will retire from business.

Among 1915 exhibits are to be San Francisco sidewalks preserved exactly as they were in May 1906, after the brick walls had been pulled into the streets. Another exhibit will be many "temporary" shacks erected in the fire limits in 1906.

AMERICAN life companies abroad will be in some degree cut off from their home offices but it is understood that, like foreign companies in this country, they are well supplied with invested funds and deposits and can meet all obligations until peace is declared.

AND, too, good digestion helps the agent get business.

A JOKE is sometimes worthy of a choke.

TOO MANY LAWS MAKE DEMOCRACIES LAWLESS

THE STATUTE BOOKS of the various states of this republic have many pages of laws that are "a dead letter," being never enforced. Every session of every legislature repeals old laws and grinds out new ones, not a few of which will be deliberately ignored because there is no public sentiment favoring their enforcement—unless some official can make a fat fee by doing it. Legislators in this country, like soldiers everywhere, are mostly boys—and legislation by young inexperienced men can command no respect. Dull times, business restrictions, reduced outputs, high taxes, increased insurance rates, decreased employment, follow the unchecked work of politicians, everywhere and always. We are a "lawless" people. Everywhere the tax laws are broken, and sumptuary laws are always defied. Witnesses and jurors deliberately perjure themselves, because they hold both the laws and the lawmakers in contempt.

In California the railway commission, ignoring real needs for regulation, demeans itself by insisting that a corporation shall discourage the "tipping" of its employees who perform menial services and earn the "tip."

Very generally throughout this country fire insurance premiums are taxed, in the mistaken notion that the companies pay the tax; but, verily, a school-boy doing a problem in costs would know that a tax on a premium is an element of the cost of the insurance and must be an element of the premium charge quite as much as the commission paid or the expense of rent and office and other work. The owner of combustible property pays an additional tax—a tax not paid by land and other property—because legislators are asses. This premium tax has prevented a reduction of rates on some classes of risks and is forcing an advance of rates on others.

Foolish laws—laws that cannot be enforced—laws that many believe should not be enforced—laws that finally protect, and stimulate to wrong-doing, the criminal classes—laws ignoring the rights of the minority—laws enacted by demagogues to catch votes—laws that hamper trade and penalize industry—are restricted to no state nor group of states, nor section of the country. New York state is among the worst offenders against common sense and common justice.

We certainly need a new era in this legislation-cursed country. An era of common sense and common justice—an era of respect for the rights of the minority, and of distrust of the majority as generally wrong because most ignorant and prejudiced—an era of legislation by older men desirous of listening to the views and counsel of business men and other men of experience and knowledge.

There is now a continuous city from the Golden Gate for 25 miles down the San Francisco peninsula. In a few years there will be one continuous town from San Jose to San Francisco, a distance of 52 miles.

YOUTH is a blunder, manhood a struggle, old age a regret.—Disraeli.

STATISTICS was once called "political arithmetic."

London Lloyds Blanket Fidelity Policy

Our agents are familiar with this proposition—a plan whereby certain London gentlemen, for a premium of \$1,250, or thereabouts, undertake to guarantee a bank against loss to the extent of \$100,000 from dishonesty, burglary, fire, unexplained disappearances, and virtually everything else. The proposition is most seductive from the assured's point of view, and we do not wonder that bankers are attracted by it. There is, however, another side to the case, and whenever our agents encounter the competition of this bond we wish they would so inform us, and obtain from us a very strong and convincing argument on the other side.

We are reminded of the matter just now because of press reports that we have noticed concerning suits that holders of the Lloyds bonds are bringing, or at least are reported to be bringing, against the underwriters.

This matter of suing the underwriters, in case suit becomes necessary, has always seemed to us one of the strongest objections to the plan. As we understand the matter, the underwriters have no property in the United States, however little or much they may have elsewhere; and there is no one upon whom legal process may be served. You must go to London and begin your action there; and you must begin as many actions as there are underwriters, suing him or his estate separately. If, with the costly assistance of London attorneys, one has finally identified and located the numerous underwriters concerned with the matter and has served the necessary papers upon them, one's troubles have only just begun; for all the witnesses and all the books of record and all the other documentary evidence must be transported to London for the trial. If, for any reason, liability is disputed or denied under one of these Lloyds policies, the assured is helpless, since it would be altogether impracticable for him to enforce his rights at law.—F. & C. Monthly Bulletin.

The fire adjuster's lot is not a happy one. A well-known member of the fraternity recently complained that, no matter how hard

an adjuster works to settle a loss out of court, or, in case of litigation, to collect data for the companies interested, he gets no thanks. If the companies win out the lawyer gets all the credit; if the lawyer bungles the case and loses, he places all the blame on the adjuster for having failed to supply the proper evidence. And the lawyer collects his fee in any event.—The Standard.

Van Insurance

Furniture is moved from house to house in huge "moving vans"—beds, bedding, upholstered chairs and lounges and sofas, kitchen ranges, cooking stoves, linen, contents of closet, all more or less inflammable. Inside the vans sit movers and drivers who are probably smoking, ashes of pipe, stubbs of cigars and cigarettes, and lighted match-ends, are carelessly tossed (tost) aside. Sometimes a fire breaks out in the van, moving, or standing in street or yard. In Great Britain the risk is covered by insurance, either special for the van owner or as a part of the household furniture owner's policy. In this country the risk of furniture fire loss "while contained in" the moving van is not covered. Here is a hint to the enterprising broker or insurer.

The Liverpool & London & Globe leads in New York city premiums for the half year, with \$593,575. The larger companies generally report a material decline in premiums.

Insurance Age presents figures showing the advance of term fire insurance from 60 percent of total in 1904 to 69 percent in 1913.

The Phoenix Mutual wrote \$12,830,662 in the first half-year.

The Capital Life of Denver reports a decline in new business.

The Penn Mutual wrote nearly \$48,000,000 new business in the half year, a large gain.

The Continental Life of Salt Lake wrote in the half year \$3,190,500, a large gain.

San Francisco has the germ of a political Tammany in the so-called In-Door-Yacht Club.

GARNISHMENT

*From a Paper by H. A. Thornton, Read at the 38th Annual Meeting of the
Fire Underwriters' Association of the Pacific*

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While service on an individual, as garnishee, must be personal—or, if permitted by the statute, on his agent—service on a corporation is governed entirely by statute, as a corporation is a creature of the law and must look entirely to the law for its guidance. All the functions of the corporation must be performed by its agents, and service must be made upon an agent appointed for that purpose, either by the corporation or by the law of the State. It is generally provided that service shall be made on a “managing agent” of the corporation; i. e., the president, manager, cashier, etc.

“Corporations usually have numerous ‘agents’ for the different departments of their business. An insurance company may have, besides the chief officers, numerous soliciting agents in various portions of the State; and, in one sense, every superintendent or conductor on a railroad is an agent of the company, and every master or clerk of a steamboat is, to a certain extent, the agent of the owner. And yet, it would scarcely be claimed that an insurance company would be bound by a garnishment served on one of its traveling agents, or a railroad by a service on a conductor, or a navigation company by a service on a master, clerk or mate of one of its boats. We hold, therefore, that its service be made on the ‘agent’ of a corporation, it must be on the ‘managing agent.’”

Kennedy v. Hibernia S. & L., 38 Cal. 151;

Blanc v. Paymaster Min. Co., 95 Cal. 524.

Special provisions are made by the statutes of the various States for service upon insurance companies. These statutes generally provide for the appointment by the company of agents authorized to accept service; and, in case the company fails to appoint such an agent or attorney, for service upon the insurance commissioner, the secretary of State, or some other public officer.

The notice served upon the garnishee must specify the person sought to be held as garnishee, and must also specify the property to be garnished or attached, and the name of the defendant in the principal action, i. e., the party to whom the debt is owing, or to whom the property belongs.

However, “a mistake in the name of a natural person may be corrected by amendment of a pleading; and the misnomer of a corporation in a pleading has the same legal effect as the misnomer of an individual. The misnomer of a corporation in any written instrument does not invalidate the instrument if it can be reasonably ascertained from it, what corporation is intended. (Civ. Code, sec. 357; Underhill v. Santa Barbara, etc., Co., 93 Cal. 314; Donohoe-Kelly Banking Co. v. Southern Pacific, 138 Cal. 192; People v. Sierra Buttes, etc., Min. Co., 39 Cal. 514.) The court may, in furtherance of justice allow a party to amend any pleading by correcting a mistake in the name of a party.” (C. C. P., 473.)

“The notice of garnishment was addressed to the Donohoe-Kelly Company, instead of the Donohoe-Kelly Banking Company, and it is claimed

for this reason the notice is void. There is not pretense that the notice was not served on the right party, i. e., 'the person owing such debts,' (C. C. P. 542)—and the levy was made as required by law. No question is made that the corporation intended to be reached was the Donohoe-Kelly Banking Company. The point is not well taken."

Donohoe-Kelly Banking Co. v. S. P., 138 Cal. 183;

Wileox v. American Sav. Bank (Colo.), 40 Pac. 881.

A notice of garnishment under a writ describing only "moneys, credits and effects of said defendants, or either of them," as being attached does not include any indebtedness due from the garnishee to one of the defendants, nor create any liability therefor to the attaching creditor.

Clyne v. Easton, Eldridge & Co., 148 Cal. 287.

A garnishee is unaffected by notice served upon him, wherein the middle initial of the person named is different from that of a person to whom he is indebted, unless he is shown to have actual knowledge that his debtor and the person so named are the same.

German Nat. Bank v. Nat. State Bank (Colo.), 31 Pac. 122.

A notice in garnishment proceedings to a person as "manager" without specifying of what he was manager and served upon that person individually as shown by the officer's return, stating that property in his hands belonging to the debtor had been attached, etc., was not notice to the company of which he was manager.

Cole v. Utah Sugar Co. (Utah), 99 Pac. 681.

VI. ASSIGNMENT.—Where an assignment has been made by the principal debtor to a third party, for a good or valuable consideration, before the garnishment, the writ will not reach the property assigned. The assignment divests the assignor of any title, transferring it to the assignee, so that the garnishee has no property of the principal debtor in his hands at the time of the service of the writ. The writ of garnishment is directed to any money, goods, effects, assets or property of the defendant and can not reach money or property where the title to that property has passed to a third person. The debtor has divested himself of title and can not bring an action against the garnishee, and the garnishor stands in no better position than his debtor. Negotiable instruments, debts not yet due and other choses in action may be assigned. The assignment will operate to divest the title of the defendant, even though no notice is given to the garnishee until after the garnishment. The mere lack of notice to the garnishee is not such a defect that the assignment will be invalidated. However, to be effective, notice of the assignment must be given to the garnishee before judgment in the garnishment action. This notice must be actual notice to the garnishee, so that he can set up the fact of the assignment and protect himself from a double liability for the debt. The general practice is for the garnishee to set up the fact of the assignment and take the necessary steps to make the claimant intervene. If the garnishee had notice of the assignment before the garnishment and did not set it up in his answer, he will not be protected by any payment or surrender under a judgment or order of the court. Where the garnishee had no notice of the assignment, but voluntarily paid the money or turned

the property over to the sheriff, he will not be protected, as the act is considered voluntary. Where no notice was given until after judgment, it is of no effect and can not bind the garnishee. The giving of a bill of exchange does not operate as an assignment until it has been accepted. Giving a check drawn against funds in a bank standing in the name of the drawer does not operate as an assignment of that amount, until the check has been accepted or certified by the bank. If the assignment was fraudulent, it will not defeat the garnishment—but the burden is on the plaintiff to prove that it was fraudulent. Where the assignment does not include all the effects of the debtor in the possession of the garnishee, the writ will reach any surplus which may remain.

The fact that no notice of an assignment has been given prior to garnishment is no bar. "The judgment creditor can only obtain that which the debtor can lawfully part with, having regard to the rights of others."

Gray v. Hoffer, V. B. C. 56.

A garnishment does not give the creditor precedence over assignees of a fund, when the assignment was prior to the service of the garnishment, although notice of the assignment is served after the garnishment.

Walling v. Miller, 15 Cal. 38.

If the judgment creditor assigns the judgment, and the judgment debtor without notice of the assignment, afterwards pays the same voluntarily to the sheriff by reason of the service of garnishee process upon him, the rights of the assignee are not affected, and he may still enforce the judgment. "At the time the defendants herein paid the two debts they were not indebted to Brown (the assignor). They were, in legal judgment the debtors of the assignee, to whose representatives the judgment would have survived in case of his death."

Brown v. Ayres, 33 Cal. 525.

Where assignee has notice of supplementary proceedings, and failed and refused to attend the same, he is estopped from making any claim or from denying that garnishees were entitled to the money.

Societa de Mutua Socorso v. Mantel, 1 Cal. App. 107.

The delivery of an ordinary check upon a bank for part of the fund standing therein to the credit of the drawer, does not, prior to its presentation, operate as an assignment of the fund pro tanto and a garnishment of the fund under execution as belonging to the drawer will prevail over all unrepresented and unaccepted checks previously drawn thereon.

Donohoe-Kelly Banking Co. v. S. P., 138 Cal. 183.

Property validly assigned can not be reached by garnishment, since it no longer belongs to the assignor.

Lewis v. Bd. of Comm. (Colo.), 23 Pac. 338;

Denver, T. & Ft. W. R. v. Smeeton (Colo.), 29 Pac. 815.

Where assignee had issued time check to defendant for work and labor done and is garnished, and answers before the court in the presence of the assignee and defendant, telling the facts and saying that if the check has not been assigned he is indebted, and judgment is rendered against him, it is a bar to a future action by the assignee. (The assignee had notice and should have asserted his claim.)

An assignment vests in the assignee the ownership of the indebtedness, and after the notice of the assignment, the garnishee is the debtor of the assignee and not of the assignor.

Kitzinger v. Beeh (Colo.), 35 Pac. 278.

Verbal assignment is good.

Hughes & Spruance (Colo.), 25 Pac. 307;

Lewis v. Bd. of Comm. (Colo.), 23 Pac. 338;

V. P. v. Gibson (Colo.), 25 Pac. 300.

Where the defendant has made a valid assignment or conveyance of the debt or property before service of summons on garnishee, the latter can not be charged on account of such debt or property.

Cunningham v. Bank (Idaho), 88 Pac. 975;

Van Ness v. McLeod (Idaho), 31 Pac. 798;

Porter v. Title C. & D. Co. (Idaho), 21 Ida. 314.

A check does not operate as an assignment of any part of the funds in a bank until it has been accepted or certified by the bank.

Kaesemeyer v. Smith, 22 Ida. 1.

Debtor assigned all its money (consisting of a deposit in a bank in another town) to creditor, each entering the transaction on its books as completed. Debtor sent bank a telegram to transfer amount on its books. Owing to a misunderstanding this was not done and the bank was garnished. Held—there had been an actual assignment and the telegram was merely a notice and not an unaccepted check.

Oppenheimer v. First Nat. Bank (Mont.), 50 Pac. 449;

Phipps v. Rieley (Ore.), 16 Pac. 185.

A bona fide assignee of a chose in action has priority over a subsequent attaching creditor of the assignor whose garnishment was served upon the debtor before notice of the assignment (though No. 150 Hill's Ann. Laws provides that from the date of the attachment until it is discharged, or the writ executed, plaintiff, as against third persons, shall be deemed a bona fide purchaser for value of the property attached).

Meier v. Hess (Ore.), 32 Pac. 755.

Notice is not necessary to complete the assignment—but the assignment will not be binding upon the debtor, if he be forced to pay the debt to a third party before notice.—Id.

Action against insurance companies as garnishees—proofs of loss made out before garnishment showing claim of third party as mortgagee, shows a good assignment.

Wheatman v. Kane (Wash.), 104 Pac. 258.

Where the assignment is conditional and is not delivered to or accepted by the creditor before garnishment, it can not affect the garnishee.

Nixon v. Joshua Hendy Machine Wks. (Wash.), 99 Pac. 11.

As to third parties, an assignment is good without notice to the debtor, but as to him, there must be notice in order to charge him with the duty of making payment to the assignee, for if, in the absence of notice, he pay the debt, he will be exonerated from paying it again to the assignee. The obligation of the garnishee to state the assignment in his answer is not dispensed with by the fact that the assignee knew of the garnishment and might have intervened. An assignment of a debt will protect the

rights of the assignee from a subsequent attachment against the assignor, though no notice may have been given to the debtor before the attachment, if it be given in time to enable him to take advantage of it before judgment against him as garnishee.

Bellingham Bay Boom Co. v. Brisbois (Wash.), 44 Pac. 153.

It is the duty of the garnishee to amend his answer at any time before judgment upon receipt of notice.—Id.

Where check is given for debt and accepted, original indebtedness is extinguished and the only right of action is on the check.

Larsen v. Allan Line S. S. Co. (Wash.), 88 Pac. 853.

Nor was respondent under any obligation to stop payment on the checks after the service of the writ.—Id.

(Strong case, as these checks were sent to Chicago as a deposit, just to prevent any moneys of defendant from coming into the jurisdiction of the court.)

R. drew a draft on P. in favor of the S. bank, which the T. bank had in its possession when it was garnished by a creditor of R. after the draft was accepted by P. and before its payment. Pending collection, the S. bank permitted R. to check against the amount thereof; but it appeared that the bank had a rule that in recovering collections it acted only as an agent, and that where a draft was given it, the deposit thereof was credited with the amount thereof, and the draft was not paid, it was charged back to such depositor. Held—that the draft did not belong to the S. bank, but to R. and was therefore subject to garnishment by his creditors in the hands of the T. bank.

Wash Brick L. & Mfg. Co. v. Trader's Nat. (Wash.), 89 Pac. 157.

VII. ANSWER.—Where a party has been served with process, he must answer thereto in a legal way. The laws of the State in which the garnishment proceedings take place control and it is necessary to look to those laws to see what is required of the garnishee and what are the penalties imposed for failure to live up to their requirements. A written answer is not generally required of the garnishee, except where interrogatories have been served upon him by the creditor. The statutes provide when the answer shall be filed and what must be stated therein. Where a written answer is required, it is generally provided that the answer must be made on oath. The garnishee must be careful about filing his answer within the time allowed, in order that default shall not be entered against him. As the position of the garnishee is that of a stakeholder, he must be absolutely impartial and set forth all the facts known to him, without favoring either party. It is also necessary for his own protection that he set forth all defenses of which he might avail himself as against the defendant and any counterclaims or debts due to him from the defendant. He must also set forth all assignments or claims of third parties of which he may have knowledge, for he will not be protected by a judgment in the garnishment suit if he has knowledge of an assignment and does not allege it in his answer. He should also set forth all other garnishments or attachments or suits pending.

If the garnishee has a good counterclaim against the defendant, and fails to set it up, he will be barred from asserting it at a later date. If he

knows of facts which would defeat an action on the part of the defendant, or if he knows of assignments to, or valid claims of, third parties and does not set them forth, he will not be protected by a judgment or by an order to pay the money or deliver the property which is in his hands.

If the garnishee is indebted to the defendant, but the claim has been assigned, or if there is some special defense, he should not enter a general denial of liability, but should set forth specifically the facts upon which he intends to rely. He will not on the trial be allowed to make a special defense under a general denial.

If the defendant is before the court, the only duty of the garnishee is to see that the court has jurisdiction over the defendant and that a judgment is properly entered. He can not set forth any defenses which the defendant might avail himself. However, where the defendant is not before the court in person, the garnishee should see that the court has jurisdiction of the subject matter of the action; as otherwise a valid judgment could not be entered and the garnishee would not be protected by any judgment rendered or order made.

The answer should set forth clearly what was due or owing from the garnishee to defendant, or what property was in the garnishee's hands, at the time of the service of the writ. In the absence of statutory provisions to the contrary, garnishment will not reach debts not yet due, nor will it bind effects coming into the hands of the garnishee after the service of the writ.

The garnishee is also entitled to set up any counterclaims that he might have set up had the action been brought by the defendant himself. He may also retain enough to satisfy all demands accruing to him before the service of the process and payable at the time of judgment.

The garnishee may set forth on information or belief matters concerning which he can not give his oath, and may include in his answer statements or letters of third parties which would effect his liability, provided that he states that he believes them to be true.

The statutes generally provide either that the plaintiff file interrogatories, directed to the garnishee, when the writ is issued, or that plaintiff may file such interrogatories after answer has been made to the officer serving the writ. Where the interrogatories are filed in the first instance, the answer of the garnishee must be to those interrogatories, provided they are pertinent or relevant. The object of the procedure which provides for interrogatories after service is to obtain a full and complete statement of the relation between the garnishee and the debtor, where the garnishee has not fully answered. If the answer of the garnishee be evasive, or if he does not answer all relevant questions, he renders himself liable to default.

Some of the States also provide for an examination under oath before some designated officer or judge of the court. The answer given by the garnishee to the interrogatories or at the oral examination are considered supplementary to the answer already given, and are considered together with it as the garnishee's answer.

Where the garnishee has been misinformed, or was honestly mistaken, in the statements set forth in the answer, it is generally left within

the sound discretion of the court to allow him to amend. This also applies to information which has come to the knowledge of the garnishee since the filing of the answer. The courts, however, are loath to permit amendments where the original answer was clearly evasive.

While the garnishee's answer is really in the nature of a pleading, it is admissible in evidence only on behalf of the plaintiff. It is the evidence upon which the plaintiff's judgment must be based—unless plaintiff has proved that the answer is false—and any ambiguities or evasive statements must be construed against the garnishee. The garnishee should, therefore, make his statements and answers as clear and concise as possible.

The court will consider the whole answer in arriving at the liability of the garnishee, and all statements which have not been proven false by the plaintiff will be deemed to be true. It is usually provided, also, that unless the plaintiff excepts to the sufficiency or truthfulness of the garnishee's answer within a certain specified time, it shall be considered as true and sufficient. Where, however, the garnishee fails to answer, such default is considered as an admission of liability.

Where the answer of the garnishee admits liability, and judgment has been obtained against the defendant, judgment may also be had against the garnishee. This judgment may not, however, be for a larger amount than that shown in the answer or by proof offered by the plaintiff, nor may it be for a larger amount than the judgment recovered against the defendant.

Where the answer denies liability, and the denial is not refuted by the plaintiff, or the answer is not excepted to within the time allowed, the garnishee must be discharged. If the defendant is not before the court in person, but service has been had upon him only by publication and attachment of his property, judgment for the garnishee operates as a dismissal of the suit against the principal defendant.

In order to make the garnishee liable, the answer must show that the garnishee, *at the time of the service upon him*, was indebted to the defendant or had property of the defendant under his control. The debt must have been due or to become due absolutely, and not one that was contingent or liable to be defeated by some condition. It must also have been a legal debt; i. e., one that would support an action at law.

"Under our attachment laws a garnishee is not required and has no right to appear in the action. The only answer he makes is to the sheriff at the time of the service of the writ, and that relates only to the property actually attached which he has in his possession or under his control. He has nothing to do with the return of the writ; unless it should be false in some particular which would subject him to a liability beyond that warranted by the facts."

Clyne v. Easton, Eldridge & Co., 148 Cal. 287.

Under the California statute the garnishee is merely required to give an inventory of the property in his possession or the debts due to the defendant. He may be required to appear before the judge and answer under oath as to the effects in his possession.

The "court should allow a garnishee to amend his answer whenever it appears that he has committed a mistake or fallen into an error which could not reasonably have been avoided."

"The answer of the garnishee is given in response to interrogatories. The law provides for no other answer. It is made with reference to the facts existing at the time of the service of the writ of garnishment. If at that time the garnishee owes the defendant a debt, or has personal property of the defendant in his possession, or under his control, he must so answer, and abide the judgment of the court. But if at that time he is not indebted to the defendant, or has not in his possession or under his control any property of the defendant, he is entitled to a discharge."

Bragdon v. Bradt (Colo.), 64 Pac. 248.

(When he has filed his answer, his right is exhausted, and a paper filed as a supplementary answer is not a pleading for any purpose connected with the record.—Id.)

(This was a case where the garnishee was in possession of a stock of goods under a mortgage, selling them to pay the mortgage. He set this up in his answer. Held—this was a practical denial of indebtedness, and although it later appeared that there would be a part of the property left after paying the mortgage, at the time of service the title was in the garnishee, and there was nothing to garnish.)

Where the answer of the garnishee acknowledges indebtedness to the defendant and he had notice of the assignment of the debt (prior to filing his answer) any judgment rendered against him will not discharge the indebtedness (as to the assignee).

Kitzinger v. Beck (Colo.), 35 Pac. 276.

(C. L. No. 1710-1723 (1710, 1712, 1720) permit a garnishee to appear personally and make his disclosure under oath at the trial or at any time before the trial between the plaintiff and defendant and does not require a written answer from him or permit an order of default against him before such trial.)

Bank of Hawaii v. Parke, 15 Haw. 645.

"Thus it will be seen that the statute requires that the garnishee shall be served with the writ of attachment, with notice that any money, property, etc., in his hands has been attached, and with interrogatories, the answer to which is required, and he is given full opportunity to answer the same. By such notice he is fully advised of the claim made by the plaintiff and full opportunity to answer the same. The issue formed under the statute, consisting of his answer, the plaintiff's answer thereto, and his reply, presents an issue of fact which under the statute is required to be tried as an ordinary issue between plaintiff and defendant."

Eagleson v. Rubin (Idaho), 100 Pac. 765.

Garnishee's answer deemed true, unless excepted to within three days. This time may be extended, however, by order of the court.—Id.

Where garnishee has money of the defendant in his hands, he should not deny indebtedness in answer to garnishment, but should set up his counterclaim, as he will be barred from asserting it under general denial.

Dolenty v. Rocky Mt. Bell Tel. Co. (Mont.), 108 Pac. 921.

Garnishee should state in his answer whatever facts he may have in his possession as to the debt. He can set up all defenses he may have, either in law or in equity.

Field v. Sammis (N. Mex.), 73 Pac. 617.

(Dictum—it is his duty to set same up.)

LIFE, CASUALTY, ETC.

World's Insurance Congress Will Start Educational Campaign

By Forrest F. Dryden, President of the Prudential Insurance Company of America, Newark, N. J.

The World's Insurance Congress of 1915 should prove a memorable event in the annals of insurance in all its branches. Just as the opening of the Panama Canal emphasizes the vast enlargement of the sphere of commercial relations throughout the world, so the World's Insurance Congress foreshadows broader national and international conception of a business which, by common consent, now ranks foremost among the institutions making for human betterment. On the occasion of the Louisiana Purchase Exposition of 1904, an International Congress of Arts and Science was held in St. Louis, in the proceedings of which, insurance for the first time received equal consideration with other sciences and arts represented at that important gathering.

In connection with the World's Insurance Congress in 1915, it is understood that an effort is to be made to bring about a thorough presentation of all the essential facts and phases of insurance as a social and economic institution. It is to be hoped, however, that special consideration will be given to the status of insurance as an element of commerce in the furtherance of the required economic security of the American people, best illustrated in the rebuilding of the new San Francisco out of the ashes of the old. No event in insurance history illustrates more forcibly the practical value of insurance, not in one branch only, but in all. It is, therefore, to be hoped that insurance will be well represented at the Exposition itself, so that the public may obtain a complete understanding of the remarkable achievements and the unquestionable progress made by insurance in all its branches during recent years.

An exhibit will be made by The Prudential, which will be educational and scientific, and in connection with which every phase of the life insurance business

will be set forth in conformity to approved methods. The exhibit will not be limited to the methods and results of insurance, but include an extended consideration of insurance history from the earliest times, insurance practice throughout the world, insurance architecture as it appears in the buildings of the leading institutions, insurance mortality experience, and last but not least, insurance in its relation to the public welfare as illustrated by the numerous problems of public health and personal hygiene practically throughout the entire western hemisphere. The Prudential exhibit will be in the section on Social Economy, which has finally been assigned space in the Mines building on account of unavoidable limitations of space in the Educational building, as originally planned.

Standard Accident

The Michigan state insurance department has completed an examination of the Standard Accident of Detroit as of May 31. The examiners' report shows \$4,644,780 assets, a gain of \$187,442 in five months. The surplus to policyholders is \$2,084,405, a gain of over \$67,000. The examiners say the company's adjustments of claims are liberal and fair.

It is announced that several Eastern banks have canceled their fidelity policies written by London Lloyds.

Among the Metropolitan Life industrial superintendents who have already secured their apportionment for the entire year are: June 8 M. W. Pander, Butte, Mont.; June 22 J. D. Ogden, Salem, Ore.; June 29 H. Cole Evans, Santa Rosa, Cal.; July 6 J. H. Henderson, Fresno, Cal.; July 13 C. E. Halsted, Vallejo, Cal.; July 13 J. H. Almy, Bakersfield, Cal.

J. N. Russell of the Pacific Mutual Life is favorably mentioned for the presidency of the National Life Association. He would make a good and efficient president.

The San Francisco Life's New Monthly Income Policy

The new monthly income policy of the San Francisco Life Insurance Company has a first large payment, been designed to take care of the expenditures incurred at the death of the insured (the usual monthly income policy monthly payment being insufficient for this), and at the end of the first month after death and monthly thereafter the monthly income is paid for 240 months certain.

Another feature of the policy is that the monthly income may be paid continuously or in any case for 240 months certain without any alteration of the premium (in most monthly income policies the premium varies according to the combination ages of the insured and beneficiary), this being accomplished by insertion of a table in the policy varying the amount of the monthly installment according to the beneficiaries' age at the death of the insured or the insured's age on maturity of the policy if an endowment. This greatly simplifies the quoting of rates and avoids an alteration of premium should the beneficiary be changed or die.

The most attractive feature is the enclosure in the policy of a separate bond and coupons which are made a part of the contract and are a physical illustration of what is payable on maturity of the policy by death or survivance.

The first page of the bond represents the large initial payment and the coupons represent the amounts of monthly income. The applicant can immediately see by this illustration of the monthly income bond exactly what is payable and as the policy is non-participating everything is guaranteed.

An applicant who has purchased this policy can hand over the bond to the beneficiary with instructions on his death to collect the first payment and then clip the coupons. There can be no misunderstanding. If the policy is on the endowment plan the insured himself will collect the first payment and he then has a monthly pension.

The San Francisco Life has got out a supplementary rate book and attractive litera-

ture and it is anticipated the policy will be a good seller owing to the attractive way in which it is got out.

The policy is incontestable for any cause after one year. It is unrestricted as to place of residence, travel or manner of occupation, either in time of peace or war. Automatic extended insurance is granted after two years. Policy cash or loan value begins at end of second year. After the first year, a grace of 31 days is allowed in the payment of all premiums. Beneficiary may be changed. At the end of the endowment period the insured has a guaranteed annuity option.

The coupon bond which is a part of the contract has attached thereto 240 coupons, payable monthly as dated. The same coupon bond attaches to the monthly income bond policy of the ordinary life, also non-participating. The latter has a guaranteed change of plan option. Both contracts provide that the company will pay the premiums if the insured becomes totally and permanently disabled.

The Deseret Association of Life Underwriters

The Deseret Association of Life Underwriters of Salt Lake City, Utah, has taken a step in advance in arranging to entertain insurance men and women en route to and from the World's Insurance Congress by issuing invitations to all of the insurance commissioners that are at all liable to pass through Salt Lake City on their way to the Exposition and to all the insurance associations. This is a world-wide movement on the part of this enterprising association, and it is planning quite an elaborate program of entertainment.

The Deseret Association of Life Underwriters is made up exclusively of men and women engaged in the life insurance profession in the state of Utah. It is their earnest desire to be permitted to extend a hearty welcome to all life underwriters who visit Salt Lake City next year, either going to or returning from the Exposition.

Literature descriptive of the Intermountain region generally and information regarding hotels and resorts in and around Salt Lake City will be available at headquarters.

Certified Companies

The Coast Review is prepared to certify to life insurance companies in regular form, and will later do the same for other kinds of insurers. There should be no deception, and no uncertainty because of misrepresentations by solicitors. Let us help you scotch the rogue.

Real Reason for Not Publishing Death Claims Paid

What is the real reason the Equitable Life has discontinued the publication of death claims paid? Hardly the alleged reason. Once the general agent of a fire company declined to furnish us with his fire losses. He said the special agents visited the loss claimants and took business away from him. Have we here a hint of the Equitable reason for not publishing its death claims paid? Does it fear competition of other companies' agents who visit the beneficiaries and seek to insure them and their friends and relatives?

Best's Life Insurance Reports

The ninth annual edition 1914 of this valuable work contains nearly 900 pages of India paper, flexible leather bound. Fraternal orders and assessment associations are included. The number of legal reserve companies is "legion."

The company statement includes assets and liabilities, income and disbursements, general review, growth, gross and net lines, premium income four years, gain and loss exhibit, classes and amounts of business in force, cost of new business and mortality experience, officers, directors, territory, form of valuation. The Provident Life's dividends to stockholders are not reported. The company does not report them to any state insurance department, though the official blank calls for them.

The Mutual Life advertises that you will make money by representing it, because of the great strength, big dividends and incomparable benefits of the oldest company in America.

Frankfort General Announcement

United States Manager Franklin of the Frankfort General Ins. Co., of Frankfort, Germany, says:

"We will continue to operate as a company in the United States regardless of the home office.

"It is rather extraordinary, coming just at this time, that our company has the largest bank deposit in this country that it has had in many years, which is very fortunate for us, and this fact makes me feel very secure under the existing conditions."

A Chicago Life Company Refused a License

The Kentucky department has shut the door to the new Royal Life of democratic Chicago because the management spent \$136,771 out of \$182,883 surplus contributed by the stockholders over their \$100,000 for capital stock. Some of the latter was sold at \$10, some at \$20 and some at \$30. Four of the five directors are officers. The 35 percent for organization expenses is going some, surely!

When Doctors Disagree!

A brief while ago we were warned against germs. We must avoid them and all the varieties of bacteria. But now we are told that the only children that survive are those that in infancy absorb germs and bacteria and thereby become immune. Adults, it is asserted, never contract tuberculosis. They who die of it contracted it when crawling babes and failed to become immune. They were constitutionally defective. Isolation of consumptives would diminish the "resistant stock" and end in a world-wide epidemic of tuberculosis which might destroy civilization.

Stockholders of the Prudential will receive \$455 per share. What will the Equitable Life stockholders receive? \$10,000 per \$100 share? It all depends on who owns the stock finally. Of course the \$2,000,000 paid for \$51,000 stock will be repaid with interest. And the change of control was worth it.

The life men's national society is making a wearing wore on premium taxation, which is an outrageous tax.

FIRE AND MARINE INSURANCE

Hamburg - Bremen Fire Announcement

H. N. Kelsey, United States manager of the Hamburg-Bremen Fire, has issued a timely letter to the agents of the company, in which he says:

"In view of the deplorable widespread European war, there may be some inquiries advanced by your patrons with reference to the effect the war may have upon fire insurance companies generally and the status of foreign companies. Our funds in this country are invested in securities of the highest type, consisting of state, municipal and standard railroad bonds, and are on deposit with the various states requiring same, or in the care and control of our trustees for the protection of policyholders. These funds will be kept intact. There is no disposition on the part of the company to withdraw any of its funds from this country. Our home office and foreign policies have a provision similar to that of the New York standard policy, the latter reading that the company shall not be liable for loss caused directly or indirectly by invasion, insurrection, riot, civil war or commotion, or military or usurped power, or by order of any civil authority.

"It is well to emphasize at this time that this company has been doing business in the United States continuously since 1858 and went through our own Civil War, as well as the war with Austria in 1866 and the Franco-Prussian War in 1870. Back of this honorable history and of its United States branch financial showing stands the high financial responsibility and integrity of our stockholders residing largely in the commercial centres of Hamburg and Bremen. The Hamburg-Bremen is celebrating its sixtieth anniversary and is in its fifty-sixth year of continuous business in this country, and is not only the pioneer German insurance company in America, but one of the pioneers of all insurance companies in America."

Our Directory of Field Men in the July Coast Review was not thoroughly revised,

as some corrections came in late. Another revised list will appear in the September Coast Review. Special agents are urged to see that they are correctly reported in this Directory, which is published only by the Coast Review.

Von Etlinger Office Mobbed

The German consul at Vancouver, B. C., was A. T. Von Etlinger, formerly a special agent in our Pacific Northwest. The office of consul on this Coast is a perfunctory affair, and is usually accepted for its social and honorary value. A mob of excited men tore the German black eagle from over the door of the office and noisily threatened further violence. Von Etlinger of course resigned the consulship. He is the British Columbia district representative of the Commercial Union Assurance Co., to which position he was appointed, and began reporting to Toronto instead of San Francisco, some years ago. Mr. Von Etlinger has been connected with the Commercial Union for something like twenty years, and for a long time made his headquarters in Portland. It is said that he was born in England and is a naturalized American citizen.

Los Angeles Water.—The Fire Underwriters' Inspection Bureau reports that by the construction of by-passes around the Franklin and San Fernando reservoirs, now in course of construction, water from the new Owens river supply is now being delivered into the Los Angeles local distribution system. About 13,000,000 gallons daily is being used, being all that is needed, but 40,000,000 or more gallons is available from this source.

Winters, Yolo county, Cal., Aug. 21.—High school frame bldg. destroyed by fire. Loss \$12,000.

Hanford, Cal., Aug. 21.—Fire in a dwg. occupied by four Armenian families destroyed three houses. Owing to the long 700 feet of hose the water pressure was low.

Treaty Insurance Affected by the War

Many American and foreign companies have "treaties" abroad, notably in Germany and Austria, in addition to their reinsurance dealings with foreign companies admitted to this country and doing exclusively a reinsurance business. These "treaty-making" companies are affected by the war in Europe and must look elsewhere for companies to carry their excess lines. But these companies are amply able to meet all obligations nominally or actually shared by their reinsurers or treaty companies abroad.

In Warring Countries the Fire Insurance Liability Is Decreased

Fire insurance policies, everywhere, provide that there shall be no liability for fire damages by war and riot. With the same premium income, the liability of the European companies appears to be decreased by this war. Their liquid assets, it is true, are reduced in present value, but that statement is also true of companies in countries in no way involved in this lamentable struggle. The prospect of this war, and then the certainty of it, and the actual beginning of the bloody fighting, "threw back" on us millions of American securities and lowered their forced selling values as never before. Virtually every insurance company in the world is adversely affected by this great war. Its premium income and its investments are affected, but we regard these losses as only temporary and not affecting solvency or permanence.

The war in Europe cannot affect the United States branches of foreign insurance companies. The home offices themselves, even in the war zone, can be affected only as to current business, and will resume their normal volume of business after the cessation of hostilities. The United States branches of foreign companies under our deposit and reserve laws are virtually, "to all intents and purposes," American companies and are equally subject to American insurance laws.

General Examination of All United States Branches of Foreign Companies

The state insurance department of New York has begun the examination of the assets and liabilities of all United States branches of foreign companies licensed in the Empire state. This general examination of the American affairs of these companies is being made, not because there is any doubt of the correctness of the annual statement filed by the companies but to allay any possible apprehensions which the European war and flying rumors may have developed. The public may rely on an early confirmation of the annual statements of the United States branches by Superintendent of Insurance Hasbrouck.

Remittances to and From Home Offices of Foreign Companies

The annual statements of the United States branches of foreign companies give under "Income" the amount "Remitted from home office" and under "Disbursements" the amount "Remitted to home office." Both items often appear in the statement, the United States branch both remitting to and receiving from the home office. These "remittances to" are not always profits nor are the "remittances from" sums of money to meet extraordinary losses or expenses. They are often merely the results of the sale and purchase of securities, made because of market changes. With stock exchanges closed and the absence of a live market for securities of any kind, there is no hardship in complying with the official request to discontinue remittances to the home offices for the present.

Fire Loss Gain

Fire losses in this country so far this year are perhaps 5 percent more than in the same seven months of last year. This is allowing for the natural increase of burnable property. If the increase continues, the American fire loss ratio for 1914 will be

58 percent.

The factory mutuals in New England are losing many first class risks because of the Salem experience.

Policyholders of Foreign Companies are Fully Protected

The state insurance superintendent of New York, Frank Hasbrouck, has issued a statement to the public, to the following effect:

Although the market value of securities owned by the companies may, at the present time, show a depreciation, the actual value of them has not been changed either by the war or by the closing of the New York stock exchange. The policyholders are amply protected and have no cause for alarm.

The insurance department of the state of New York will allow nothing to be done by any of the foreign companies that shall in any way jeopard the interests of American policyholders insured in these companies, and any securities in the custody of the department or of trustees for the protection of policyholders will be sacredly kept for that purpose.

Foreign Fire Companies' Assets in this Country

Number of foreign companies	57
Assets in this country	\$146,379,831
Liabilities	95,326,928
Surplus	51,052,903
Premiums	95,503,692
Income	107,162,982
Losses paid	50,463,872
Disbursements	95,942,678
Risks in force	15,320,459,229

These are the total figures of foreign fire companies' United States branches reporting to the New York state insurance department.

Every foreign fire company whose figures are included in these totals has the statutory deposit of \$200,000 with the New York state authorities, for the protection of all policyholders in this country.

Every foreign company must maintain substantially all its American assets, as well as its statutory deposit. The assets are required to cover the legal unearned premium reserve and all other liabilities, and if a surplus should not exist at any time the impaired company would have to cease business.

United States Branches Will Not Remit to Europe

The American funds of United States branches of foreign companies must be retained in this country as long as a dollar of liability remains. Liability does not cease by reinsurance. Deposits and other funds held in trust are not released until the last policy has expired.

Superintendent Hasbrouck of the New York state insurance department has written to the United States managers of foreign companies, suggesting that they retain all funds here for the protection of American policyholders, and make none of the usual small remittances to the home offices.

The superintendent has also notified the trustees of such companies not to pay out any of the trust funds for any other purposes than settling United States liabilities.

Foreign Marine Companies Assets in This County

Number of foreign companies	28
Assets in this country	\$ 14,981,619
Liabilities	5,828,360
Surplus	9,153,259
Premiums	10,377,176
Income	16,393,756
Losses paid	7,580,133
Disbursements	17,807,097
Risks in force	432,779,018

These are the total figures of foreign marine companies' United States branches reporting to the New York state insurance department.

Every foreign marine company whose figures are included in these totals has the statutory deposit of \$200,000 with the New York state authorities, for the protection of all policyholders in this country.

Not only the \$200,000 statutory deposit but substantially all the American assets of every marine company doing business in this country must be "kept intact" to cover reinsurance and other liabilities.

Washington.—Since the threshing season began about twenty separators have been burned. Many smut caused explosions are reported.

Spokane Fire Notes

H. P. Blanchard, assistant secretary of the big Fireman's Fund Insurance Company of San Francisco, was recently in Spokane making his annual trip of inspection of agencies, combining business with pleasure. He visits the Canadian Northwest and Yellowstone Park before returning south. Previous to the San Francisco fire Mr. Blanchard for five years was special agent in the Northwest, with headquarters in Spokane. He was appointed assistant secretary and transferred to the head office in 1907.

The Northwestern National Insurance Company of Milwaukee opened a branch office in Spokane and placed S. E. DeLong in charge as branch manager. There are 25 local agencies in the Inland Empire which will report to the Spokane office.

The Northwest Special Agents Association and the Washington Pond of the Blue Goose will meet in November at Seattle.

C. A. Maury, an engineer in the employ of the board of fire underwriters, is finishing an investigation of Spokane's fire fighting system with a view of making a report on an application for lower fire insurance rates recently made by Commissioner of Public Safety C. A. Fleming. The present survey of the fire situation has been in progress for a week and has consisted of testing out hydrants and fire engines. The underwriters are also keeping a close watch on the system of inspection as to fire prevention maintained, which is given credit for much of the recent low fire loss.

With 14 stations, numerous automobiles and the double platoon, Commissioner Fleming believes a substantial concession in rates should follow, but before a definite answer could be given a detailed survey was necessary.

T. J. O'Brien of Spokane, special agent of the Royal and Queen, succeeds to the presidency of the Northwest Special Agents Association. W. H. Raymond, president, who recently died, was the best known special agent in this field. On a return trip from Alaska Mr. Raymond was poisoned from canned goods eaten on the ship. Mr. Raymond was one of the adjusters in set-

ting the losses following the burning of Spokane in 1889, and had anticipated taking part this week in the 25th anniversary celebration.

Spokane, through Commissioner of Public Safety Charles A. Fleming, is making efforts to save the money that the installation of the double platoon system in the fire department is costing. The double platoon system was started at the beginning of this year and its additional cost to the taxpayers of Spokane is something over \$1,000 per week. From the viewpoint of the firemen the double platoon system is a remarkable success. That a number of good men have been attracted to the fire department because of the attractive working conditions is acknowledged. Commissioner Fleming has inaugurated a number of rules governing the conduct of the firemen. The hours of retiring and rising are prescribed and they cannot have other employment.

One of the money-saving methods being followed out is a thorough inspection of every building in the city. Printed cards are left with each housewife, giving her advice on how to prevent fires and what to do in case of fire. The premises are inspected from cellar to attic, and the firemen tell the householder how to improve the fire resisting conditions of the place.

The second source from which Commissioner Fleming is seeking to get back a part of the money invested in the double platoon system is the old method of lower fire insurance rates. The fire losses of Spokane have been remarkably low and this in spite of the fact that the houses of this city are of shingle roof construction. It has also been published in some quarters that Spokane was experiencing "a situation," but the fire losses here do not bear out the assertions.

Spokane has today one of the most efficient fire protection departments in the United States. Not only has the department a high class of men, and a large force because of the double platoon system, but this city's fire fighting apparatus is largely of the automobile variety and reaches distant points quickly. Spokane's water system also ranks at the top of the list for quantity and pressure.

CHIPS

—Do you believe in state insurance? Then you are a socialist.

—Albany, opposite San Francisco, will buy motor fire apparatus.

—Salt Lake City's fire department tax, 94 cents, is the lowest of 195 American cities.

—The Pacific Coast Casualty has been making money in its accident, fidelity and surety departments.

—Hay is burning quite freely on the Coast. The crop is large, market dull, and prices unusually low.

—Deputy Ins. Congressman Curran, who has been touring the country, will return to San Francisco, August 27th.

—Oakland.—The Frank Scoville Iron works had a narrow escape when a rubbish heap in the rear caught fire at 8 p. m., 22d.

—Alas! the poor maid in Germany, and France and elsewhere in Europe! Unhappy lands, to be filled with widows and old maids.

—The Pacific department of the Atlas Assurance (Frank J. Devlin, manager) will move to the Murphy - Grant building at Bush and Sansome sts., San Francisco.

—At home the London Guarantee & Accident Co., Limited, gives publicity to a balance sheet which does not include receipts and disbursements. The accident loss ratio was 60 percent, which is certainly unsatisfactory. The employers' liability fund is only \$179,030.

—Of the late Alexander Stronach Murray, of the Triton, Melbourne, the Australasian Ins. and Banking Record says: Mr. M. had for about eighteen months suffered from an internal growth which, however, caused him little inconvenience or uneasiness until a few weeks before his death. Mr. M. was a native of Creich, Sutherlandshire, Scotland. In New Zealand he was manager of the Dunedin branch of the South British, and subsequently represented the company in San Francisco. Mr. Murray was a general favorite among those with whom he came into daily contact.

—We hear that there is a good man in Seattle to handle and buy damaged goods. He is I. Colsky.

—The per capita taxes for fire departments in the Northwest are: Seattle \$2.04, Spokane \$1.53, Tacoma \$2.28, Portland \$1.72.

—The New York Life's contract whereby it agreed to pay a man \$5,000 if alive at a certain time and nothing to his heirs or estate if he died before, the "pure endowment" contract being void, held 104 N E 553 not a contract of insurance.

—Western States Life stock is still floating around \$6 offered, par \$10, original cost \$20. Ten shares bought four years ago cost \$200. Add 6 percent interest four years—\$249.11. Less \$60, present value—net loss, \$189. Whoever goes into a new life company can not reasonably expect to recover his money for many years.

—Life.—A. N. Dempsey and Charles T. Austin, agents in Colorado, were charged with violating a law against the circulation of defamatory literature. Austin's license was suspended one month and Dempsey was reprimanded, by Commissioner Epstein. The action was brought by the Pacific Mutual. The agents represent the Mutual Benefit.

—The Equitable Life is making much ado about its 55th anniversary but it says nothing about that promised mutualization. Weren't the stock owners sincere when they said they would mutualize it? Did they conclude they wouldn't get back the \$2,000,000 they paid for \$51,000 stock? Or that they couldn't collect the \$16,000,000 that is claimed for them?

—Salt Lake City.—The Fire Underwriters Inspection Bureau issues a report, showing in the fire department 85 men, 16 horses, 11,200 ft. of hose, 1 extra first and 1 first size steam fire engine, 2 automobile combination pumping engines, chemical and hose wagons, 4 trucks, 1 electric-light machine, 1 reserve engine, 2 reserve chemicals. There are in service 1883 hydrants, a gain of 539 since 1909. Fire alarm boxes, 105, a gain of 33.

—England has an Austral Ins. Co. And so far north, too.

—A tornado loss at Superior, Wis., cost the insurers \$125,000 on a steel frame unloader.

—It costs a million dollars a month to conduct the city and county government of San Francisco. The board of supervisors is preparing to spend more money, and raise assessments to meet increased tax-squanderings. The tax now averages \$30 per capita or about \$2.50 a week per producer. In addition there are indirect taxes added to the cost of living.

—Water levels in California continue low, because for nearly three years the state was dry from deficient rainfall. Last season's rainfall was above normal but the quantity merely insured good crops and did not fill the underground reservoirs. Irrigationists who pump are pumping deep already, and in some localities the rail companies are again, as in 1913 and 1912, hauling water for their locomotives.

—An Englishman's house is his castle. Such, at any rate, used to be his boast. A good deal of his bounce has, however, been taken out of it by the grandmotherly legislation of recent years, but it is reassuring to learn from a recent police case in the north of England that some shred of the tradition still survives. A north country member of Parliament, summoned for an offence under the insurance act, pointed out that the too zealously inquisitive insurance inspector had intruded within the alleged offender's private residence quite illegally. The inspectors may have inquisitorial powers as to shops, workshops, or factories, but dwelling-houses are expressly excluded by the act, so that, after all, the Englishman's house still remains his castle. It cannot be too generally known that an insurance official has no legal right to enter any dwelling-house, or to claim to interview and take statements from any dwellers therein; further, that if at any time he happens to see such persons, they are legally entitled to refuse to answer his questions, and, if a case is taken into court, equally refuse to answer any questions which may tend to incriminate themselves.—Insurance Journal, London.

—The Continental Life of Salt Lake is increasing its business. This would make Tyree sick.

—Your premium, any insurance premium, includes a special tax on your thrift—an unjust tax levied by politicians who do not care Adam.

—The retirement of the United States Express Co., caused by the postal parcel post systems, sent 16,000 employees adrift. Wells Fargo Express Co. is also hard hit by government competition and is discharging many of its older and not a few of its younger employees, who can never hope to be taken on again. Men who have been expecting old age employment or pension are bitterly disappointed and are stranded for life. So far the parcels post has not cheapened the cost of living, and it has imposed such burdens on contract mail-carriers and country postmasters that they have resigned in great numbers, and the government is unable to find their successors.

—Second Industrial Insurance Department of Washington report, a book of 133 pages, introduces a new feature in dry annuals, to-wit: a photo gallery. We find the handsome portraits of the commissioners and the secretary and the statistician, and also the handsome portraits of the young lady stenographer and the young lady up-to-the-minute clerk, and also half-tones of the audit and other divisions. The mail of the commission averages 800 pieces a day, and some times reaches 1200. For the two-years period, receipts were \$2,584,538, and claims were \$1,438,520. There are 48 classes of workers. The reserves are invested in Washington school and municipal securities, at from 4½ to 6 percent interest. Number of injuries reported, 12,380; disability work days, 340,759. Bruises lead in number. The average duration of disabilities is 27. In 1913 there were 371 fatal accidents. The report of the chief medical advisor is very interesting. Some 54 percent of the injured persons are natives of the United States and Canada. Over 14 percent of those injured have had accident insurance or other income during disability, but this percentage is 5 points less than in the previous year.

Foreign Associations Want World's Insurance Congress

The "Insurance Club of Barcelona," Spain, has addressed Wm. J. Dutton, chairman of the Executive Committee of the World's Insurance Congress, authorizing him to invite the Congress to hold their 1917 sessions in that city.

The "Insurance Club of Barcelona" is a corporation comprising the membership of the managers and representatives of offices working in Spain, both native and foreign. The International Electrical Exhibition is to be opened in Barcelona in 1917.

Besides the Insurance Club, there are in Barcelona the Spanish Marine Insurance Committee, Marine and Transport Insurance Committee, French Insurance Companies' Committee, British Insurance Companies' Committee for Spain, Fire Tariff Executive Committee.

The Russia Insurance Company of St. Petersburg, Russia, has decided to erect an exhibit at our World's Fair which will show the financial growth and standing of the company since its organization in 1881. A standard will be erected, carved in Russian wood with gold enamel and gold bronze of a size of 18½ ft. long and about 9½ ft. high; the formation of the exhibit will cover the branches of life, accident, fire and marine insurance in Russia, Asia, Continental Europe and the United States of America, and it will also display a number of the company's branch offices, buildings in Russia and other parts of the world which the company owns, representing an amount of approximately \$23,000,000, being part of its total assets of approximately \$57,000,000.

A dapper real estate man and promoter is J. Brent Harding of Los Angeles, charged with obtaining \$2,000

by false pretenses. Numerous victims have testified against him. A city official says Harding has coaxed \$40,000 from women for such of his incorporations as the Sierra Apple Co., Miramonte Apple Co., and the California Industrial Realty Co. One widow testified that Harding got \$10,000 from her.

Chicago. — The Western department of the Hamburg-Bremen has been moved to New York.

The president and directors of the Panama-Pacific International Exposition cordially invite us to the exhibition of modern fire apparatus and equipment on the Exposition grounds Friday, August 28, at two o'clock. We assume the time is afternoon.

Los Angeles. — The Indemnity Exchange Mutual, along the lines of the Pacific Inter-insurers, is up against the state attorney-general, to take action on its insolvency.

British Columbia Law

As supplementary to Mr. Main's paper on the statutory policy of this province, we add that if the appraisers do not immediately appoint an umpire, the court does it.

San Francisco Water.—The directors of Spring Valley have accepted the city's tentative offer for the company's plant and will recommend to the stockholders that they approve the sale. A meeting of the stockholders will be called. It is certainly to be hoped that the sale will be made and a long and hostile controversy be thereby ended. The city's ownership will improve the fire protection.

Recently a fire was started by a flare-back of red hot coals which fell on straw matting in front of the stove. A dangerous combination, truly.

The People's National makes an improved showing.

Spokane Life Notes

Western Union Life Insurance Company of Spokane gave its entire office force a two days' outing August 1 and 2, at Newman Lake, Washington, as the guests of the medical director, Dr. C. S. Kalb and wife, at their summer home. Bathing, boating, dancing, fried chicken, corn on the cob and watermelons were enjoyed.

Fred H. Fischer, who for several years was leader in personal production out of 9,000 agents for the Mutual Life of New York, is maintaining his record as leading producer for Western Union, with which company he has been associated since January 1. For the first seven months he heads the list in personal production.

E. S. Fitch, who for the past eighteen months has been working out of Spokane as special agent of Western Union, has taken a general agency in eastern Oregon for that company, with headquarters at Baker City. Before engaging in the insurance business Mr. Fitch was an attorney. He is a large personal producer, and already has three sub-agents working under him.

W. M. McConnell, general manager of the company, has just returned from an extended tour, visiting the company's agents in southern Idaho, Oregon and western Washington. He reports a bumper crop and big business expectations as the result. The company's new business thus far in 1914 is about 30 percent ahead of any former years during the same period. With a continuance of the existing favorable conditions, the lead will be maintained throughout the remainder of the year. It is the aim of the company to close the year with twenty millions of insurance in force.

I. C. Hattabaugh, former insurance commissioner and state examiner for Idaho, who has represented the Western Union at Lewiston, Idaho, recently accepted a district general agency covering five counties, for the same company, with headquarters at Lewiston. A. T. Swanson, who for several years has been state organizer for W. O. W. in Montana, has resigned and taken a district general agency for this company with headquarters at Lewiston, Montana.

Robert T. Gange, who has been with the Mutual Life at Wibaux, Montana, has accepted a district general agency for Western Union, with headquarters at Livingston, Montana. E. C. Tilsley of Portland has resigned his agency with the Reliance Life and accepted a position as special agent for the company, working out of Portland under Mallory & Company, general agents.

R. M. Malpas, who took charge in May of the agency department of the New World Life, has returned from a trip down the Pacific Coast as far as Los Angeles. His company is making a number of new agency connections and the amount of new business being secured is steadily increasing.

The Spokane agency staff of the West Coast Life Insurance Company held a conference this week, Manager S. Gilchrist presiding. Medical examiners addressed the agents on the causes for rejecting risks.

The Prudential Insurance Company has begun to lend money in the Spokane territory. Several of the larger insurance companies of the East have recently made loaning connections in Spokane and this increase in the amount of money to be borrowed for improvements will be of great value to this territory. The Arthur D. Jones Company is the loaning agency for the Prudential, which started off by making a loan of \$30,000, on an apartment house at 6 percent.

Agents in the Pacific Northwest of the Central Life of Iowa met recently in Spokane for the annual conference. H. R. Fenstermaker, northwest superintendent, C. W. Martindale, Washington state manager, H. G. Edwards, secretary, and W. L. Shepperd, vice president from the home office, addressed the conference. "The agencies in the state of Washington, with head offices in Spokane, stand fourth highest among all the states for productiveness and volume of business done," said Mr. Fenstermaker. "We have done over \$1,000,000 worth of business in the Inland Empire this year and are looking forward to an increase."

The Continental Casualty Company has placed John C. Sturm in charge of its eastern Washington and northern Idaho business with headquarters in Spokane.

June Embezzlements

Press notices and dispatches as collated by the bonding department of the Fidelity & Casualty Company indicate, for the month of June, the following defalcations:

Banks and trust companies . . .	\$83,339
Beneficial associations	18,110
Public service	4,001
General business	33,317
Insurance companies	8,575
Miscellaneous	50,562
Total	\$196,905

Exposition

Ten of the eleven exhibit palaces are completed and the eleventh, the Palace of Fine Arts, will be ready in a few weeks. Festival Hall and the Press Building are nearly completed. The great courts are receiving sculpture and paintings and the "Court of the Four Seasons" is finished.

San Diego.—This city now boasts a boosting Life Underwriters Association. F. F. Kip of the Pacific Mutual is the president

and one of the organizers. Leo Dreyer of the Metropolitan, one of the organizers also, is the vice president.

Our Exchanges

Insurance's C. D. L. continues to pen and sign vacation notes of more than par value.

The Western Underwriter is a real weekly news paper.

Canada.—The Equity Fire of Toronto appears to have been a crooked affair. It has repudiated policies issued by the German-Canadian Underwriters on the plea that it only received a commission for the use of its name by two unauthorized companies which endorsed the policies.

Oakland, Cal. — The Oakland Board of Fire Underwriters has elected Geo. D. Troy president and C. Fred Burks secretary. Speakers at the annual meeting included Willard Done, Wm. G. Thompson and Thomas H. Anderson.

The Royal Indemnity has increased its surplus.

The Only Company

TO SELL INSURANCE FOR IN CALIFORNIA IS THE



PACIFIC MUTUAL LIFE

which has over

50,000 Policyholders in California

in its Life and Accident Departments

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Queen

Insurance Company
Of America, N. Y.

NET ASSETS, (JAN. 1, 1914) . \$9,980,013.15

NET SURPLUS, " . 3,961,146.00

E. F. BEDDAIL

N. S. BARTOW

GEO. W. BURCHELL

President

Secretary

Vice-President

Gross Assets ^{JAN. 1} 1914 \$107,521,857

Exclusively Fire Assets 46,783,587

Net Surplus - - 17,380,987

Losses Paid - - 260,831,312

Transacts Largest FIRE Insurance Business of any Company in the World

GEO. CHAPPELL, Manager

J. J. ATKINSON, Sub-Manager

LIVERPOOL, ENGLAND

DEPARTMENT OFFICES: Boston, New York, Chicago, Atlanta,
San Francisco, Montreal.  Agencies in all principal Cities and Towns



ROLLA V. WATT, Pacific Coast Manager

JOHN T. FOGARTY, Assistant Manager

FREDERICK B. KELLAM, Branch Secretary

ROYAL INSURANCE BUILDING, SAN FRANCISCO

SPECIAL AGENTS: Frank M. Gilcrest, H. R. Burke, J. K. Urmston
J. B. Walden, D. L. Stewart, C. D. Gabrielson, E. P. Eldred,
J. H. Banks, F. J. Perry, J. T. O'Brien, R. S. Folger, Matt B.
Evans, C. A. Luhrs (automobile).

THE following course of lectures will be delivered in the Board Rooms of the Merchants' Exchange Building, San Francisco, to the active and associate members of the Fire Underwriters' Association of the Pacific, under the auspices of the Library Committee. Meetings convene at 7:30 sharp.

The lectures will be as follows:

10.—Sept.	14	Contribution and Apportionment	-	A. W. Thornton
11.—Sept.	28	California Insurance Code	-	T. C. Coogan
12.—Oct.	12	Inspections, Special Hazards	-	Geo. N. Robertson
13.—Oct.	26	Annual Statements—Reinsurance Reserve	-	Geo. O. Hoadley
14.—Nov.	9	Unprofitable Classes	-	Geo. W. Dornin
15.—Nov.	23	Tariff Rating	-	J. C. McCaughern
16.—Dec.	7	Obligation of Membership in the Board	-	Rolla V. Watt

1915

17.—Jan.	11	Oregon Standard Form of Policy	-	V. Carus Driffield
18.—Jan.	25	Taxation	-	Herbert H. Brown
19.—Feb.	8	Sprinklered Risks	-	Washington Irving
20.—Feb.	23	Duties of a Special Agent	-	Geo. C. Coddington
21.—March	8	Mortgagee Clause	-	T. H. Williams
22.—March	22	Ethics of the Business	-	William Sexton

General Agents and Managers are requested to urge their employees to attend these lectures and become associate members of the Fire Underwriters Association of the Pacific.

T. H. WILLIAMS, Chairman.

Fire and Automobile Insurance

American of Newark

Chartered in 1846

Capital Stock	-	-	-	\$1,000,000.00
Liabilities	-	-	-	5,452,043.92
Special Reserve Fund	-	-	-	300,000.00
Net Surplus	-	-	-	3,252,859.29
Total Assets	-	-	-	\$10,004,903.21

Pacific Branch Office, San Francisco, Cal.

GEORGE O. HOADLEY, Manager

Thos. H. Williams, Asst. Mgr.

DISABILITY

The Metropolitan Life is writing disability insurance, on the group plan, as announced by us. No liability is incurred for thirteen weeks nor for the first seven days of incapacity. Later, rates will be raised or lowered, according to experience.

GENERAL

Hotels in the Exposition City

San Francisco, always famous for its hostelries, is now credited with being one of the greatest hotel cities in the world, says the recent annual report of the California Development Board. Fully 98 percent of its hotels and apartment houses have been built within the last seven years and they are nearly all thoroughly modern and up-to-date.

By official tabulation there are over 1,222 hotels and rooming houses, which,

with the 515 apartment houses, represents a total of over 80,000 rooms, with accommodations for over 150,000 guests at any one time. In process of construction there are over 150 hotels and apartment houses that will be completed before the Exposition opens in 1915, giving nearly 3,000 rooms more, and in addition there are hundreds of flats and rooms obtainable in private residences. San Francisco is well equipped to care for the multitudes that will be attracted to the Panama-Pacific International Exposition in 1915.

Arthur W. Bull, promoter of land sites at Los Angeles, was recently arrested on a charge of obtaining \$640 on government land "relinquished" by him. No one had ever filed on the land. B. was released on his own recognizance.

Fire Automobile Marine

COMMERCIAL UNION
ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	59,256,504
Total Liabilities, including re-insurance reserve	49,292,061
Cash Surplus to Policyholders	9,964,423
Total Amount of Claims Paid	186,673,461

Assets in United States Held by Trustees, \$7,441,934

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE

558 Sacramento St. San Francisco

E. T. NIEBLING, Manager
R. C. MEDCRAFT, Assistant Manager

GERMANIA

FIRE INSURANCE COMPANY,

NEW YORK.

ORGANIZED 1859.

Statement, January 1, 1914.

Cash Capital, - - -	\$1,000,000 00
Assets, - - - - -	7,260,197 27
Net Surplus, - - -	2,596,266 99
Surplus for Policyholders	3,596,266 99

HEAD OFFICE

Cor. William and Cedar Sts.

Pacific Fire Chart

1914

Price 25 cents

INFORMATION FOUND IN NO OTHER CHART

You can easily pick out
the several companies
that will soon retire

Published by THE COAST REVIEW

Merchants Exchange Bldg, SAN FRANCISCO

FIRE

Everett, Wash., July 31.—Forest fires have caused much damage to standing timber. Rain is greatly needed. The Lake Riley shingle mill near Oso was partly burned last Wednesday.

“Boiling over of kettle of asphaltum” has caused not a few reported fires. On Aug. 3 at 3123 Mission st., San Francisco, Moran & Co. suffered a considerable loss.

Lightning caused a grain in field fire near Ilo, Id., August 2.

Eugene, Or., July 30. — Boarding house of Mrs. L. B. Denny burned.

Chehalis, Wash., July 28. — H. D. A. Miller's dwg burned.

Sawyer, Wash. — Hanson Bros. store burned, Aug. 3.

Gilroy, Cal., July 29. — Whitehurst & Hodges planing mill burned.

Los Angeles, July 29.—Morris & Co. meat packery, 331 Jackson, burned, with loss of \$30,000.

Bunker, Wash., Aug. 14. — Bunker Shingle Co. mill burned. Loss \$16,000.

Half Moon Bay, Cal., July 29.—Montara school building at Moss Beach burned.

An irritable old bachelor special agent says: “I object to women agents. In an important particular they restrain the freedom of business. I never could swear at a woman.”

NEW

Pacific Fire Record

For MANAGERS
GENERAL AGENTS
STATE AGENTS
COMPANIES
ADJUSTERS

TERMS VERY REASONABLE

In this Record you do not have to hunt
through a bushel of chaff for
a grain of wheat

Reports Are Invited and will be treated
in Strict Confidence

COAST REVIEW, PUBLISHER



Main Offices
56 Cedar Street

ORGANIZED
APRIL 13th, 1853

THE HOME Insurance Company NEW YORK

ELBRIDGE G. SNOW,
President

The completion of SIXTY YEARS finds THE HOME in the premier position among the Insurance Companies of the world not only in respect of FIRE ASSETS and SURPLUS to POLICY-HOLDERS—but with an unexcelled record for fair dealing in every emergency as well as in ordinary routine—with an unsurpassed equipment, and with the ability as well as the readiness to serve the public, its agents and brokers.

1792—FIRE INSURANCE

AUTOMOBILE INSURANCE—1914

Insurance Co. of North America

OF PHILADELPHIA

ASSETS, \$17,938,783.51

Alliance Insurance Company

OF PHILADELPHIA

ASSETS, \$ 2,288,274.81

PACIFIC COAST DEPARTMENT:

JAMES C. JOHNSTON, General Agent

J. K. HAMILTON, Asst. General Agent

Security Building, 343 Sansome St.

SAN FRANCISCO

SPECIAL AGENTS

A. C. WRIGHT, San Francisco

F. J. MAYER, San Francisco

W. F. KUHL, Los Angeles

G. F. GUERRAZ, Seattle, Wash.

M. H. REEVES, Spokane, Wash.

G. L. CAMP, Billings, Montana

FIRE

Los Angeles, Aug. 2.—Fire started by a cigarette thrown by a careless hunter yesterday morning destroyed a bungalow, ten shacks, seven square miles of grain and brush on Mt. Washington and in Eagle Rock Valley. The fire was still burning fiercely last night. Capt. Hensley and twenty policemen arrived a few minutes later. The firemen and policemen, with the aid of the volunteer fighters, battled the fierce flames for several hours, but steadily retreated before the intense heat and blinding smoke. A strong northeast wind made it especially difficult for the fire fighters. The four hydrants on the top of Mt. Washington were of no avail. Several of the beautiful residences on the picturesque mountain peak were in danger for a short time, but the firebreaks recently built by rangers and private employees effect-

ually stopped the flames before they reached the residential section. The fire fighters were assisted by pretty women residents who furnished them with sacks and other fire fighting material.

King Brian Baru of the Round Table of the Union League Club of Chicago is feeling his oats these days along with some of the other monarchs. He is not to be outdone by the rulers on the other side. This notable potentate is known in his more private life as J. J. Purcell of the Hartford. After digesting the war news this week, and following a conference with his entourage, he issued a ukase, declaring war on firebugs, rate cutters and demoralizers.—Western Underwriter.

Sparks from Steam Shovel.—At Great Falls, Mont., July 21, New Park hotel badly damaged by fire, supposed to have started from steam shovel in rear.

LIFE

Denver. — The Ægis Life's capital has been cut in two. This will leave some surplus.

The Prudential is again writing army risks at civilian rates.

The Empress of Ireland disaster matured 30 Metropolitan industrial policies.

The Occidental Life of New Mexico has reinsured its monthly premium business.

The George Washington Life has its home in Charleston, W. Va., the home of wildcats. Too bad.

GENERAL

London Lloyds are in for \$125,000 loss on a fidelity bond given New York bankers. Will the Lloyds come thru the war zone?

The National Mutual Trust Fire of Texas is the latest.

The automobile rate war in Texas continues, despite all imperial ultimatums.

GOOD AGENTS WANTED**THE****West Coast Life Insurance Co.**

Home Office: West Coast Life Building, Northwest Corner
Pine and Leidesdorff Streets, San Francisco

**ORIGINAL AND ATTRACTIVE
ORDINARY AND INDUSTRIAL**

Policies Which Meet With Instant Favor

**OFFICERS— THOS. L. MILLER, President
C. O. G. MILLER, Vice-President
JULIAN SONNTAG, second Vice-President
WILLIAM C. HAMMOND, Secretary**

Health and Accident Insurance

KIMBALL C. ATWOOD, President

WILFRID C. POTTER, Secretary

The Preferred
Accident Insurance Co.
OF NEW YORK.

Assets, January 1, 1914	\$2,981,585 43
Surplus and Reserve (including Capital) for the Protection of Policyholders	2,608,958 71
Claims Paid, Over	9,000,000 00
Voluntary Reserve for Contingencies	100,000 00

HEALTH AND ACCIDENT POLICIES

The Best Insurance for Business and Professional Men

The Easiest Insurance for Agents to sell

Liberal Commissions and Renewal Contracts to Good Men

GEO. C. FARRELL, Manager Pacific Coast Dept.

456-457-458 Mills Building, San Francisco

THE FIDELITY & CASUALTY CO. OF NEW YORK

92 Liberty Street, New York, N. Y.

ANNUAL STATEMENT, DECEMBER 31, 1913

Assets	\$11,063,356 70
Liabilities	8,055,163 65
Capital	1,000,000 00
Surplus over all liabilities	2,008,193 05
Losses Paid to December 31, 1913	44,841,703 50

This company issues contracts as follows :

Fidelity Bonds; Surety Bonds; Accident, Health, and Disability Insurance; Burglary, Larceny, and Theft Insurance; Plate Glass Insurance; Liability Insurance; Employers, Public, Teams (Personal Injury and Property Damage), Automobile (Personal Injury, Property Damage and Collision), Physicians, Druggists, Owners and Landlords, Elevator, Workmen's Compensation; Steam-Boiler Insurance, Fly-Wheel Insurance.

Pacific Coast Department: { California—CHAS. J. BOSWORTH, General Agent, Merchants Exchange
San Francisco. Washington and Oregon—SEELEY & CO., 111 S. 10th
St., Tacoma; Coleman Bldg. Seattle; Board of Trade Bldg. Portland.



The Public Demands

safe and sound life insurance, such
as issued by The Prudential.

AGENTS WANTED

THE PRUDENTIAL INSURANCE CO. OF AMERICA

FORREST F. DRYDEN, President.

Home Office, NEWARK, N. J.

Incorporated as a Stock Company by the state of New Jersey.



Prevent Losses through dishonesty. Our
special short form Insurance

Bond guarantees absolute protection.

American Surety Company OF
NEW YORK

The Largest Surety Company in the World

RUDOLPH SPRECKELS, RESIDENT VICE-PRES.

JAMES K. LYNCH, RESIDENT VICE-PRES.

CHARLES A. SHURTLEFF, Counsel

R. D. WELDON, Manager, Pacific Coast District

Brewster Cameron, Jr., Acting Mgr. for Northern California and Nevada

Merchants National Bank Bldg. San Francisco. Telephone Kearny 1099

The Commercial Fire has been losing surplus, this year, at the rate of \$10,000 a month.

In State v. Wainwright, 162 Southwestern Reporter 583, we note that

"Mary W. heretofore on a certain day did feloniously steal, take, and carry away from the possession of one Pigg one ham, of the value of \$2, the personal property of said Pigg."—Docket.

The Pioneer German Fire Insurance Company in America



Hamburg-Bremen Fire Insurance Company

HAMBURG, GERMANY

Organized in 1854

Entered United States in 1858

Total Losses Paid in the United States, \$27,000,000

United States Branch : 123 William Street, - NEW YORK

H. N. KELSEY, Manager

Pacific Department: 340 California Street, - SAN FRANCISCO, CAL.

MACDONALD & MILES, Managers

AGENTS WANTED IN UNREPRESENTED POINTS

CONNECTICUT MUTUAL LIFE INSURANCE COMPANY

President JOHN M. TAYLOR, Hartford, Conn.

Insurance in force, 91663 Policies for - \$218,304,660

WHAT NO OTHER COMPANY HAS DONE

To repay to its Policyholders in Death Claims, Endowments, Dividends, Surrender Values, Annuities and other credits more than they have paid to it in premiums. It stands alone in that result.

Total Premiums received, Dec. 1, 1846, to Dec. 31, 1913	-	-	-	-	\$287,442,080.61
Total returned to Policyholders, as above noted, in same period	-	-	-	-	296,862,956.74
Excess of amount returned	-	-	-	-	9,420,876.13

PACIFIC COAST DEPARTMENT

Williamsburgh City Fire Insurance Co. || New Brunswick Fire Insurance Co.

Organized 1853

Organized 1826

Merchants Fire Assurance Corporation || North River Insurance Co.

Organized 1910

Organized 1822

United States Fire Insurance Company

Organized 1824

WM. W. ALVERSON, Manager

374 Pine Street, - - - - San Francisco, California

Fire and Automobile Insurance

Special Agents } R. R. Roper, San Francisco A. M. Lovelace, Portland AMPLE FACILITIES for Handling
 T. H. Keleher, Los Angeles W. T. Booth, Spokane Large Lines.

Victoria.—The ownership of the Scottish-Canadian cannery at Stevenson is before the supreme court of the province.

Marine.—The steamer Curacoa after a year's submersion, has been floated. She sank in 78 feet of water. The wreck was purchased by a dredging

company. Some 600 empty gasoline drums were stored in No. 2 hold. It was necessary to lift the ship bodily. The Alaskan waters were pumped out and the ship was towed to Vancouver.

DO send us reports of suspicious fires and dishonest and exorbitant claimants, for the Pacific Fire Record.

FIRE**Los Angeles Offers a Reward for Fire-Bugs**

Los Angeles, Aug. 2.—At the meeting of the fire commission yesterday, Commissioner Yates introduced a resolution authorizing the payment of a reward of \$250 for the arrest, conviction and punishment of persons, responsible for incendiary fires. Mr. Yates said that he believed a standing reward of this amount would result in the conviction of many offenders, but it is to be distinctly stated that the conviction of an incendiary and his subsequent parole without being required to serve a jail sentence will not win the reward. The frequency of fires in Los Angeles, many of them believed to be incendiary, has caused a tense feeling in the fire department and it is the hope of the officials that this standing reward may induce individuals in possession of positive evidence to give it up.

Fresno Fire

Fresno, Cal., Aug. 8.—A blaze started tonight in the Walkover shoe store on Tulare street and quickly destroyed the Grand Central and Fulton Hotel block. Some ten places were burned out—stores, tailor shop, a saloon, lawyers' offices, cigar stores, and three railway ticket offices. The building was six stories high. Two firemen were killed. The loss is estimated at \$85,000.

Hood River, Or., July 31.—Flying fire brands from forest fires ignited several houses here but they all were saved by quick aid.

Loyalton, Sierra co., Cal., Aug. 5.—California White Pine Lumber Co., mill and box factory burned.

San Francisco, Cal., Aug. 1.—Blaze of unknown origin destroyed the plant of Diamond Patent Showcase Co., 1617 Mission street.

Warehouseman Jailed

Redmond, Or., July 31.—A representative of the district attorney has been investigating the origin of several warehouse fires in this city, which caused losses of about \$40,000. He has caused the arrest of B. H. McMickle, owner of the McMickle independent warehouse, on a charge of setting fire to the warehouses of the Union Warehouse Co., a farmers' co-operative concern.

Oregon Pair Accused Of Firing Postoffice

Klamath Falls, Ore., July 7.—Mr. and Mrs. Hugh Clopton of Bonanza, Ore., were indicted by the county grand jury to-day on the charge of having set fire to the Bonanza postoffice last winter. The fire destroyed a large part of the town. Witnesses said they saw Clopton leave the postoffice in the early morning just before the fire broke out. His wife was postmistress, and it is alleged the fire was started to hide irregularities.

South Wellington, B. C., Aug. 11.—This mining town was wiped out by fire today, including 60 dwgs., 3 stores and the Wellesley Lumber Co.'s sawmill.

San Francisco.—Attempt to burn dwg. occupied by Mrs. Josephine Muzio at 29 Alvarado st. Oil soaked sacks found under steps.

Chico, Cal., August 1.—Farmers in this vicinity are alarmed because of the frequent grain fires that have already done great damage this season. The last of a series of fires in the neighborhood occurred last night on the Meyers & Eade place near this city, when fifteen acres of grain that had been cut but not threshed was burned. Other ranchers have had fires and it is certain they have been of incendiary origin. Investigations are being made.

SURETY

Following the establishment of its new branch office at San Francisco, the Southwestern Surety Ins. Co. has appointed Herbert B. Johnson, Jr., district manager for Alameda county, with offices in the First National Bank Building, Oakland. All policies and bonds will be issued direct from the Oakland office, and claims will likewise be adjusted there. Mr. Johnson has had considerable experience in all the branches now under his supervision, having

been connected with the Lloyd & Spengler organization and previously with the Pacific Coast Casualty Company in responsible positions. L. C. Fraser, Jr., and E. H. Nash, who have been the Alameda county agents for several years, will now report to the district office of the company, which will in turn report direct to the home office, under the general supervision of the branch managers at San Francisco.

Some agents get turned down while waiting for something to turn up.

NEW	<p>MONTHLY INCOME BONDS</p> <p>A new idea added to the Popular Monthly Installment Insurance. Gives the Agent a ready opening by gaining the prospect's willing attention. Complete Line, Life, Limited Pay, Endowments</p> <p>For Contracts, address L. B. Messler, Director of Agencies Home Office</p> <p>SAN FRANCISCO LIFE INSURANCE COMPANY San Francisco, California</p> <p>Southern California Territory, Address W. H. Cramer, President SOUTHERN AGENCY COMPANY 1129 Marsh-Strong Bldg., Los Angeles, Cal.</p> <p>Territory in Washington, Oregon, California, Arizona, Nevada</p>	NEW
NEW		NEW

<p>ORGANIZED 1797</p> <p>The Norwich Union Fire Insurance Society, Ltd. Of Norwich, Eng.</p> <p>ASSETS OVER \$10,000,000 LOSSES PAID OVER \$100,000,000</p> <p>Northwestern Fire and Marine Insurance Co., Of Minneapolis, Minn.</p> <p>Assets, - \$995,596 Capital, - \$300,000 Surplus, - \$334,591</p> <p>PACIFIC DEPARTMENT</p> <p>J. L. FULLER, Manager 332 Pine Street. SAN FRANCISCO</p>		
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<p>Pacific Coast Department</p> <p>Aachen & Munich Fire Insurance Company 430 California St., - - San Francisco, Cal. A. C. OLDS, Manager</p>	
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Caledonian Insurance Company, of Scotland

FOUNDED 1805

"THE OLDEST SCOTTISH INSURANCE OFFICE."

UNITED STATES HEAD OFFICE: Caledonian Building, 50-52 Pine St., New York
CHAS. H. POST, U. S. Mgr. R. C. CHRISTOPHER, Asst. U. S. Mgr.

CALEDONIAN AMERICAN Insurance Company THE SCOTCH UNDERWRITERS

PACIFIC COAST DEPARTMENT: San Francisco, Cal., 430 California Street
A. C. OLDS, Manager Balfour, Guthrie & Co., Directors

FIELD REPRESENTATIVES:

CHAS. A. COLVIN, Supt. of Agencies, Portland, Or. WARREN CAMPBELL, Special Agt, Los Angeles
ED. E. PANABAKER, Special Agt, Sacramento, Cal. PAUL ST. JOHN, Special Agent, San Francisco

THE LONDON ASSURANCE CORPORATION OF LONDON

Cash Assets, . . . \$24,899,825.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS — C. W. ROHRER, Los Angeles, Cal.; ROD E. SMITH, Portland, Oregon;
T. S. HEATH, Denver; J. E. JOHNSON, Spokane; P. R. WEINMANN, B. L. PENFIELD, San Francisco.
PERCY J. PERRY, Seattle.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. HACKETT, Supt. of Agents

Pacific Branch—Southeast corner Sansome and Pine Sts., San Francisco

FIRE

Oakland, Aug. 12.—Curiosity Shop, antique store at Seventh and Brush sts. Firemen found oil-soaked rags in which fire had been started.

Eagle Box factory, at First and Market sts. Explosion, followed by fire.

These two fires are believed to have been set by bomb-men who some time ago started two fires here.

Cooper & Williams, meat market, 2401 Harrison boulevard. Police have information leading them to believe fire may have been of incendiary origin.

Pasadena, July 25.—Fire starting in a defective flue near the roof destroyed the main building of the Pasadena Sanatorium, in South Pasadena today. About sixty patients were removed without difficulty. The loss is estimated at \$30,000.

Prince Albert, Sask., July 21.—McKay and Adams block destroyed, fire starting in basement of Manville Hardware Co. store. Explosion followed. Loss \$80,000.

Hermiston, Oregon, July 31.—Nine horses were burned to death when flames destroyed the Pioneer livery barn in Hermiston about 12 o'clock last night. One automobile, all the buggies, wagons, harness and a barn full of new hay were also burned. The loss will go above \$5,000, only partly covered by insurance.

The Great Northern Cannery at Point Atkinson, B. C., is having trouble with its Indian employees, who are carousing, and breaking windows. The drunken male Siwashes have been dancing war dances with flaring torches.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . . \$25,000,000.00

ASSETS IN UNITED STATES, \$2,826,707.00

Office : **430** California Street, San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

MARINE

The Fireman's Fund now writes marine and automobile insurance in British Columbia.

The Liverpool & London Globe transacts marine business on its own account and also on account of the Thames & Mersey, which it owns. The old system of keeping the underwriting account of the T. & M. Co. has been discontinued and all outstanding claims for 1913 and previous years are brought into the underwriting account for the first time. The item for claims paid and outstanding is consequently

abnormally large. The annual statement shows £309,196 premiums and £307,337 claims paid and outstanding. This, of course, is not the actual year's experience, but is due to a change of bookkeeping.

War Risks

San Francisco, July 30.—Lloyds of London decline to quote rates on war risk policies. Shipping to Europe is affected.

The automobilist is always full of grit.

ONE HUNDRED AND FOUR YEARS OLD

North British & Mercantile

Insurance Company

Of London and Edinburgh

Pacific Department of the United States Branch, 76 William St., New York City

ASSETS OF THE UNITED STATES BRANCH
(which are but a small part of total fire assets of the Co.)**\$9,139,794.00****E. G. RICHARDS, Manager****W. S. BERDAN, Deputy Asst. Manager****GEORGE M. WARD, Resident Sec'y Local Dept.**

234 Pine Street, San Francisco, California.

Field Representatives—E. J. Young, 201 American Bank Bldg, Seattle, Wash.; P. W. Gedney, 504 Empire State Bldg., Spokane, Wash.; E. C. Willey, 1645 Tremont St., Denver, Colo.; C. Harris, 515 Title Ins. Bldg., Los Angeles; H. E. Smith, 224 Henry Bldg., Portland, Or., G. W. Dearborn, F. J. Schoeneman, C. F. Milliman, San Francisco.

AGENTS WANTED

Every Company that advertises wants Permanent Agents. Have you any business? Are you about to change companies? Are you newly engaged in Insurance? Do you intend to go into the business?

THEN

Hustle! Get busy! Write to our Advertisers. Don't be verbose nor uncertain. Don't write from Los Angeles or Portland or Seattle and ask some big company, Are you represented here? Of course the company is represented there. Probably it is represented everywhere. But it may be contemplating a change, or its present agent may be flirting with the special of another company.

It Will Do No Harm

to get on the waiting list. It is legitimate for you to write modestly, "Consider me an applicant if you want another agent here." "I control \$—— in premiums." "My business is chiefly ——." "I want a company, and if you are unrepresented in this town or contemplate a change of representation let me submit particulars to you."

If you can write some life or accident business on the side or exclusively, the live companies which advertise are

Looking For You

They will give you the glad hand and the warm eye They will pay you a handsome commission, too.

Scottish Union and National

**Insurance Company
Of Great Britain.**

Organized 1824,

North American Branch:

Hartford, Conn.**JAMES H. BREWSTER
MANAGER.**

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.JOHN M. HOPKINS, State Agent,
JOHN L. REAMS, Special Agent,
706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,H. C. EDMUNDSON, Realty Building,
Spokane, Wash.,
Montana and Idaho**H. W. FORES, San Francisco, Cal.,**
General Agent, California, Nevada, Arizona.**SAN FRANCISCO OFFICE:
409 California Street**

Don't treat even a newsboy with contempt—he may be an insurance broker some day.

Be courteous to strangers—some of the largest insurers may be strangers to you.

Some agents are too big for small lines or too little for large ones.—Now and Then.

ARE YOU PLEASED?

IF NOT, SEE

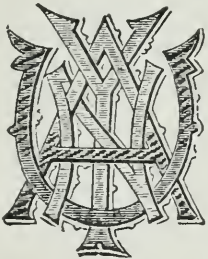
US

**POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
Occidental Life Insurance Co.
OF CALIFORNIA**

"THE DURABLE"

THIRD FLOOR GROSSE BLDG.

LOS ANGELES, CAL.



NEW YORK UNDERWRITERS AGENCY

Cash Assets January 1, 1914,	-	-	-	\$26,525,973.85
Net Surplus January 1, 1914,	-	-	-	8,048,522.13
Surplus to Policyholders January 1, 1914,	-	-	-	10,048,522.13
Losses Paid, Over	-	-	-	167,060,500.00

H. R. MANN, Manager

F. M. BRANCH, H. R. MANN Jr., Assistant Managers

Pacific Department: 339-341 Sansome St., San Francisco

SPECIAL AGENTS AND ADJUSTERS:—V. H. QUITZOW, A. C. ANDERSON, SAN FRANCISCO, CAL.; A. E. BAILEY, SEATTLE, WASH.; H. HARRY SMITH, LOS ANGELES, CAL.; H. B. HAGEN, SPOKANE, WASH.

W. R. BROCK, President

W. B. MEIKLE, Vice-President and General Manager

BRITISH AMERICA ASSURANCE CO.

OF TORONTO

(INCORPORATED 1833)

(FIRE)

United States Assets	\$1,889,181.35
Liabilities in United States	1,161,272.95

Surplus **\$727,908.40**

MILLER, HENLEY & SCOTT,

129 Leidesdorff Street, - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

Apparently it doesn't take much to kill a New Hampshire man. Recently one lost his life because he wore a celluloid collar, which caught fire.

In Indiana the fire companies had a bad half year. The company writing

the largest amount, Allemannia, paid out more for losses than its premium receipts.

Centerville, Wash., July 19.—Fire started in a "movie" and did much damage to business.

American Central
Assets, \$5,549,279

INSURANCE COMPANY
of St. Louis
Surplus to Policyholders, \$2,410,275

Established 1853
Losses Paid, \$26,531,745

St. Paul
Assets, \$8,785,319

F. & M. INSURANCE COMPANY
of St. Paul, Minn.
Surplus to Policyholders, \$3,351,370

Established 1865
Losses Paid, \$44,006,102

LLOYDS PLATE GLASS INSURANCE COMPANY, NEW YORK

Mercantile
Assets, \$5,549,279

F. & M. UNDERWRITERS
of St. Louis
Surplus to Policyholders, 2,410,275

Minnesota
Assets, \$8,785,319

UNDERWRITERS
of St. Paul
Surplus to Policyholders, 3,351,370

. TERRITORY—California, Oregon, Washington, Idaho, Montana, Utah, Nevada and Arizona

CHRISTENSEN & GOODWIN, Managers

Pacific Department:—235 to 241 SANSOME STREET, SAN FRANCISCO.

Fire Association

Organized 1817 Of PHILADELPHIA Began on Coast 1873

Paid \$1,835,930 San Francisco Conflagration Losses

Cash Capital,	-	\$ 750,000.00	Cash Assets,	-	\$9,154,808.16
Net Surplus,	-	2,558,864.84	Policyholders Surplus,	-	3,308,864.84

PHILADELPHIA UNDERWRITERS

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets,	-	\$26,907,330.00	Surplus to Policyholders,	-	\$12,185,135.00
Net Losses Paid in San Francisco in 1906,	-	-		-	\$5,064,178.03

FRANK M. AVERY, Manager California, Arizona and Nevada
Special Agents: T. F. O'GRADY, San Francisco; GEO. F. STANIFORD, Los Angeles
315 California Street, - - San Francisco

**Coast Review 1913
INDEX**

Copies can be had by addressing the publisher
1103 Merchants Exchange Bldg.,
San Francisco

BOOK OF FORMS

This new Book of Forms is now under way. The Forms are those adapted to the Pacific Coast. The price will be \$1.50, or possibly less. Will be published by The Coast Review, San Francisco.

Insurance of Gold Shipments

New York, July 30.—Brisk buying of war risk insurance covering gold exports continued today at the record rate set yesterday of \$5,000 per \$1,000,-000 of gold insured. Even at these figures some of the underwriters refused to take any more risks for shipments on the steamship St. Louis, which sails tomorrow with about \$5,000,000. Their reason for doing this, they said, was that they had so much on the vesle already as to make it undesirable to add more to the hazard.

Pacific Department, Insurance Exchange, San Francisco

CONNECTICUT | WESTCHESTER

FIRE INSURANCE CO.

OF

HARTFORD

ESTABLISHED 1850

BENJ. J. SMITH,
Manager

FIRE INSURANCE CO.

OF

NEW YORK

ESTABLISHED 1837

GUY FRANCIS,
Asst. Manager

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by
the State of Massachusetts

Incorporated 1849

Total Assets	\$10,943,902 88
Total Liabilities	8,612,529 02
Net Surplus	2,331,373 86

SURPLUS TO POLICYHOLDERS, \$4,331,373.86

NEWARK

Fire Ins. Co.

of Newark, N. J.

Oldest Fire Insurance Company Chartered by
the State of New Jersey

Incorporated 1811

Total Assets	\$ 2,009,892 77
Total Liabilities	1,401,859 21
Net Surplus	608,036 56

SURPLUS TO POLICYHOLDERS, \$1,108,033.56

OFFICE: KOHL BUILDING,

Corner California and Montgomery Streets, San Francisco

GEORGE W. DORNIN, Manager JOHN C. DORNIN, Asst. Manager

SUPERINTENDENTS OF AGENCIES

J. F. R. WEBBER	GEO. C. CODDING	L. B. ROGERS	J. E. CRANDALL	C. H. ANDERSON
	FRANK H. YOUNG	H. K. NOURSE		

Long Beach, Cal., is planning to annex miles of adjacent territory, head off Los Angeles, and become the fourth city in the state.

INDUSTRIAL HEALTH

A plan for a national industrial insurance system which will have for its object the prevention of illness rather than the paying of benefits during illness is outlined by Dr. J. W. Schereschewsky in a report issued by the United States public health service at Washington. The doctor says industrial insurance is a necessity, but he believes most of the companies and societies are ineffectual because they overlook the necessity of prevention. "Too great attention has been paid to providing the sick employe with medical attention after he becomes ill," asserts Dr. Schereschewsky, "and too little to the prevention of the illness which entitled him to the benefit of the insurance. The basic object of industrial insurance, therefore, should be to prevent illness, rather than to pay for the treatment of preventable diseases and disabilities. One of the chief objections urged against compulsory industrial insurance has been its cost. Such insurance must be costly so long as the principles of prevention are not taken into account."

SURETY

Joseph Albert Sinn, formerly vice president of the City Trust Safe Deposit Surety Co. of Philadelphia, and later vice president and general manager of the Title Guaranty and Surety Company of Scranton, is now manager of the reinsurance department of the National Surety Company. Mr. Sinn is one of the oldest and most widely known surety men in the country. He was president of the Surety Underwriters Association between 1906 and 1908. He has recently been supervising the reinsurance department of the American Surety Company in New York. His acquaintance with Wm. B. Joyce, president of the National Surety,

dates from the days of the original National Surety Company of Kansas City, in the middle nineties.

LIFE

The Mutual Life is revising its policy forms.

The Chicago agency of the Mutual Life was assigned a quota of about \$7,000,000 for 1914. The agency has already written more than this amount of new business and hopes to double it before January 1. The policies of the Mutual Life are not excelled in popularity.

CASUALTY

The fifth annual convention of the International Claim Association will be held at Old Point Comfort, Va., September 16th, 17th and 18th. The International Claim Association, composed of the claim managers of the accident and health companies, is now one of the largest of the national insurance organizations, comprising in its membership over seventy companies. Its meetings in the past have been largely attended and effective results have been accomplished. An interesting program for the 1914 convention is now being prepared which will include papers and discussions on many of the questions and troublesome problems with which the health and accident companies have to deal.

A seaman descending a ladder from a ship on which he had been working, on his way home, slipped and hurt himself. The house of lords ruled that as the ladder was for access to the ship it was within the sphere of the seaman's employment. A plank had been placed from the ship to the permanent ladder attached to the quay.

Weston, Or., has become "dry" denying a license to its one saloon in order to get a state normal school.

HOME LIFE INSURANCE COMPANY

OF NEW YORK

An examination of the Home Life of New York by the New York Insurance Department, the report on which has just been issued, shows the Company to be in splendid condition in every respect with an excellent record in all of its relations with policyholders. The chief examiner closes the report on the examination as follows:

"From the above report it is apparent that the company is efficiently managed, its claims under its policies promptly settled and its policyholders treated fairly."

During the period under examination the Home Life has experienced a steady and sound growth, its assets now nearly \$30,000,000, being well over five millions greater than in 1909 and the insurance in force having increased from \$92,532,533 in the year mentioned to over \$116,000,000 in 1913.

For Agency apply to

GEO. W. MURRAY, Supt. of Agts.,

256 BROADWAY, NEW YORK, N. Y.

The FRANKFORT General Insurance Co.

Established 1865

Entered United States 1896

U. S. Department, 123 William St., New York, N. Y.

Workmen's Compensation
Workmen's Collective
Liability
Burglary
Personal Accident and Health
Industrial Accident and Health

Agents Wanted For Unoccupied Territory
Apply to New York office or to

WALTER A. CHOWEN,
Resident Secretary

340 Sansome Street San Francisco

Central California Agency
BEN LEONARD COMPANY
617 "J" St., Sacramento, Cal.

Southern California Agency
CONSOLIDATED AGENCY COMPANY
334 Central Building, Los Angeles, Cal.

AGENTS WANTED

To Solicit Subscriptions for The Coast Review, now in its 43d year. Good commissions. Sample Copies sent in advance. Will pay well any active man. Special offerings. Write Publisher for further particulars.

National Union Fire Insurance Company of Pittsburg, Pa.

Cash Capital,	- - - - -	\$1,000,000.00
Surplus to Policyholders,	- - - - -	1,545,227.00
Assets,	- - - - -	4,136,638.00

METROPOLITAN DEPARTMENT
SAN FRANCISCO

604 Merchants Exchange Building

DIXWELL DAVENPORT, Manager

FIELD REPRESENTATIVES:

R. R. Roper, NORTHERN CALIFORNIA

604 Merchants Exchange Bldg, San Francisco

Wm. M. Stodghill, SOUTHERN CALIFORNIA

302 Stimson Building, Los Angeles, Cal.

GENERAL

The steel work for the "Tower of Jewels" of the Panama-Pacific International Exposition has been completed. The placing of the highest steel column makes the top 435 feet above the ground. More than 1500 tons of steel have been used in the frame and 1,600,000 board feet of lumber will be used in completing the structure. The expansion on hot days will make the tower four inches higher than on cool days.

South Prairie, 20 miles from Tacoma, was swept by fire in its business section on night of Aug. 3. There is talk of incendiary origin.

SAMPLE PAGE COAST REVIEW FIRE CHART --- 1914-15
FOREIGN COMPANIES

CAPITAL. NET SURPLUS, YEAR ORGANIZED.	FINANCIAL CONDITION					INCOME		EXPENDITURES			RATIOS		PACIFIC DEPT.			
	JANUARY 1st.	GROSS FIRE ASSETS	LIABILI- TIES	SURPLUS AS TO POLICY- HOLDERS	REINSUR- ANCE RESERVE	NET PREMIUMS RECEIVED	TOTAL INCOME	TOTAL EXPENDI- TURES	LOSSES		EX- PENSES	LOSSES TO PREMIUMS	EXP'S TO PREMIUMS	PREMI- UMS RECEIVED	LOSSES PAID	LOSS RATIO
Munich Reinsurance, 1880 . . Munich.	1914 1913 1912 1911	6,417,941 6,374,342 5,989,622 5,766,357	4,954,615 4,677,943 4,243,836 3,979,209	1,463,326 1,693,401 1,745,786 1,787,148	4,163,837 3,793,685 3,392,139 1,787,148	5,698,478 5,340,491 5,004,871 4,848,583	5,996,529 5,589,839 5,239,549 5,036,107	5,659,391 5,149,439 4,993,079 4,399,915	3,650,330 3,157,621 3,052,497 2,640,223	1,628,095 1,606,975 1,488,606 1,354,320		64.0 60.2 60.9 54.4	28.5 30.0 29.7 27.9	. . .. . .. . .. . .	. . .. . .. . .. . .	. . .. . .. . .. . .
Netherlands Fire & Life . . . The Hague.	1914	806,452	293,514	512,937	175,203	264,419	406,521	137,705	20,960	116,744		7.9	44.3	30,439	1,017	33.4
New Zealand, 1859 Auckland.	1914 1913 1912 1911 1910	789,713 812,890 813,175 780,387 730,854	434,058 449,438 445,738 435,979 398,163	355,654 363,452 367,437 344,408 332,691	409,802 407,379 406,757 344,408 332,691	500,903 500,481 525,884 523,837 498,938	532,829 533,219 554,861 575,945 513,788	523,083 532,354 514,391 505,421 513,476	215,125 145,862 161,434 192,766 167,306	213,797 213,867 202,895 202,625 183,160		44.0 29.1 30.7 36.8 33.5	41.1 42.7 38.5 38.6 36.7	500,903 500,481 525,884 523,837 500,324	224,460 150,088 161,434 191,216 161,319	44.8 29.9 30.7 36.5 32.2
North British & Mercantile . . London, 1809. (Home Office)	1914 1913 1912 1911 1910	36,019,121 36,446,648 36,040,891 31,680,286 27,685,331	8,567,148 8,349,233 8,212,696 7,638,780 7,638,131	27,481,973 28,097,415 21,640,695 21,701,520 19,984,697	6,193,940 6,128,311 5,983,424 5,555,450 5,511,481	12,629,680 12,199,785 11,981,233 10,993,306 10,873,674	13,730,822 13,251,216 12,941,612 12,889,695 11,713,777	13,455,468 12,825,038 11,542,203 11,024,505 10,459,905	6,916,421 6,413,224 6,718,965 5,676,807 5,611,696	4,644,339 4,504,614 4,572,931 3,940,289 3,770,459		54.8 52.5 56.1 51.2 51.6	37.4 36.4 38.2 35.5 34.6	851,628 732,384 723,695 665,530 684,117	334,227 259,294 203,549 262,691 246,904	39.2 35.4 28.1 39.5 36.0
Norwich Union Fire 1797. . . . Norwich.	1914 1913 1912 1911 1910	3,013,722 2,775,468 2,741,460 2,684,207 2,594,330	1,836,840 1,834,338 1,830,888 1,793,316 1,824,462	1,176,882 911,130 910,572 890,891 769,867	1,652,146 1,609,503 1,594,772 1,764,022 769,867	1,713,746 1,737,842 1,764,022 1,762,186 1,710,369	2,091,781 1,840,559 1,839,098 1,860,846 1,818,061	1,768,391 1,773,237 1,839,597 1,729,133 2,047,903	909,553 906,614 997,586 888,416 1,282,373	752,904 754,503 722,439 730,523 765,530		51.6 52.1 56.5 50.4 72.0	42.1 43.4 40.9 41.3 41.7	328,951 210,807 225,954 222,193 229,011	152,999 122,271 115,123 146,315 463,570	46.5 58.0 51.9 65.8 202.4
Northern Assurance London, 1826	1914 1913 1912 1911 1910	5,137,850 5,292,022 5,303,005 5,197,097 4,933,171	3,042,096 3,208,541 3,293,219 3,339,167 3,177,077	2,095,754 2,083,480 2,009,786 1,837,930 1,756,094	2,711,632 2,704,469 2,761,915 2,824,994 2,709,205	2,730,792 2,833,785 2,988,859 3,101,986 2,926,977	3,138,676 3,200,006 3,464,499 3,611,692 3,316,737	3,140,011 3,198,791 3,396,773 3,275,802 3,196,517	1,490,165 1,513,215 1,675,389 1,379,541 1,385,735	1,154,181 1,138,225 1,152,929 1,171,155 1,045,232		54.5 53.4 57.0 44.4 47.3	42.2 40.1 39.2 37.7 35.7	624,283 693,091 731,572 733,724 673,961	310,620 293,963 264,284 325,647 259,419	49.7 42.4 36.1 44.3 38.4
Nord Deutsche, 1857 Hamburg.	1914 1913	1,439,399 882,863	579,631 362,931	859,768 519,931	472,282 287,983	873,988 428,160	1,501,213 514,581	812,888 283,953	466,835 123,764	346,053 159,750		52.5 28.9	40.4 37.3	40,629 . . .	25,109 . . .	61.8 . . .
Palatine, London, 1900.	1914 1913 1912 1911 1910	3,199,623 3,296,577 3,429,984 3,342,758 3,247,414	1,992,400 2,000,005 2,063,785 1,783,377 1,932,465	1,207,222 1,250,572 1,524,199 1,559,381 1,314,948	1,782,040 1,716,317 1,626,452 1,533,047 1,458,533	1,767,860 1,814,547 1,896,589 1,702,901 1,674,347	1,898,403 1,939,163 1,896,589 2,020,428 1,853,871	1,873,619 2,081,876 1,637,367 1,876,760 1,453,730	960,846 947,431 948,586 1,013,830 841,711	762,295 706,433 628,828 689,166 612,019		54.5 52.0 53.5 59.5 50.2	38.0 38.9 35.7 40.5 42.5	214,854 235,263 239,408 242,332 243,983	93,118 103,409 112,632 298,932 83,984	43.3 43.1 47.0 123.3 34.4

αIncluding direct and reinsurance losses of previous years.

FIRE**NIAGARA FIRE Insurance Company**

Assets, - \$6,916,921.00 Surplus to Policyholders, - \$3,503,411.00

DETROIT FIRE & MARINE Insurance Company

Assets, - \$2,278,039.00 Surplus to Policyholders, - \$1,574,706.00

NIAGARA - DETROIT UNDERWRITERS

Assets, - \$10,742,403.00 Surplus to Policyholders, - \$5,862,302.00

EDWIN PARRISH, Manager*Pacific Coast Department 334 Pine St., - San Francisco*

Parcel post insurance by the government is a failure, because just now nothing can be recovered until Congress makes another appropriation. Better insure your parcel posts with an insurance company.

Good Territory**OPEN TO
RIGHT MEN**

—those who know how and can produce applications and settle policies
—always ready to negotiate with men of experience, energy and enthusiasm.

**UNION MUTUAL LIFE
Insurance Company**

PORTLAND, MAINE.

FRED E. RICHARDS, PresidentAddress ALBERT E. AWDE, Supt. of Agencies
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Build Your Own Business

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For particulars, address:

JOHN F. ROCHE, Vice-President**The Manhattan Life
Insurance Co.** Organized 1850

66 Broadway, New York

Pleads Guilty of Arson

Santa Cruz, Cal., August 3.—Walter Everton, on trial here for arson in connection with the burning of the Hotel Ben Lamond, pleaded guilty today, and will be sentenced Thursday. Officials have secured a confession from Ellsworth Beeson of Sanger, who admits he was Everton's accessory. C. A. Cooper of Fresno will be tried September 15th.

The Northern Assur. Co. has engaged in boiler insurance.

PACIFIC COAST DEPARTMENT FIRE BUSINESS.

By Companies, Agencies and Departments.

(This Compilation is original with the Coast Review.)

WHERE THE COMPANIES WRITE.

The figures in this compilation of Coast business by agencies and departments, written in San Francisco, represent the business of states and territories (as per numbers), as follows:

1. CALIFORNIA,

2. OREGON,

3. WASHINGTON,

4. IDAHO,

5. MONTANA,

6. UTAH,

7. NEVADA,

8. ARIZONA,

9. WYOMING,
10. COLORADO,

11. NEW MEXICO

12. HAWAII,

13. ALASKA,

14. BRITISH COLUMBIA,

15. PHILIPPINES,

16. MEXICO or TEXAS,

17. ALBERTA,

18. SASKATCHEWAN.

Companies and Agencies		San	—Coast—		Ratio
		Fran. Prem's	Prem's Rec'd	LosseS Incur'd	
1	Fireman's Fund—Louis Weinmann, Sec.				
1	1913	\$88,132	\$1,443,028	\$720,566	49.9
1	1912	98,564	1,364,514	717,463	52.5
1	1911	128,106	1,512,633	682,689	45.1
1	1910	130,987	1,298,074	601,460	46.3
1	1909	102,128	1,200,194	495,463	41.2
		\$547,917	\$6,818,443	\$3,217,641	47.

Writes in 1 to 14 inclusive and 16, 17 and 18; also Texas and Arkansas.
Percent of S. F. business, 8.

2 California—Geo. W. Brooks, Sec.					
2	1913	61,985	472,112	188,445	40.0
2	1912	89,392	486,112	151,185	31.1
2	1911	109,643	488,921	131,906	26.9
2	1910	123,904	464,106	145,295	31.3
2	1909	110,154	403,159	141,670	35.4
		\$495,078	\$2,314,410	\$758,501	32.

Writes in 1 to 14 inclusive, also 17 and 18.
Percent of S. F. business, 21.

3 Vulcan Fire—A. Hodgkinson, Sec.					
3	1913	4,508	73,489	24,552	33.4
	1912	4,801	34,787	1,144	3.8
4 Capital					
4	1913	3,205	28,522	11,700	41.5
4	1912		14,367	749	5.0

SAN FRANCISCO GENERAL AGENCIES AND DEPARTMENTS.

Companies and Agencies		San	—Coast—		Ratio
		Fran. Prem's	Prem's Rec'd	Losses Incur'd	
1	Wayman & Henry—Sun, National, Michigan F. & M., Colonial, Mechanics & Traders				
1	1913	\$139,981	\$1,755,655	\$729,330	41.5
2	1912	193,878	1,806,691	652,904	36.1
	1911	240,767	1,894,053	629,883	33.2
		\$574,626	\$5,456,399	\$2,012,117	36.

Write in 1 to 14 inclusive.
Percent of S. F. business, 13.

2 Rolla V. Watt—Royal, Queen.					
2	1913	176,761	1,726,972	982,178	56.8
1	1912	270,914	1,843,366	746,774	40.5
1	1911	330,138	1,936,003	716,976	37.0
1	1910	350,118	1,943,742	721,812	36.9
1	1909	363,099	1,935,467	723,123	37.3
		\$1,491,030	\$9,385,550	\$3,890,863	41.

Write in 1 to 8 inclusive and 11, 12 and 13.
Percent of S. F. business, 16.

3 Geo. H. Tyson.—German-American, Phoenix of Hartford, German Alliance, Equitable F. & M., Protector Underw.					
3	1913	103,746	1,413,371	620,644	43.9
4	1912	139,578	1,431,501	533,977	37.3
2	1911	179,009	1,464,852	568,329	38.8
3	1910	192,494	1,394,234	523,366	37.5
2	1909	181,073	1,318,709	419,225	31.0
		\$795,900	\$7,022,667	\$2,665,541	37.

Write in 1 to 8 inclusive; in 5 Phoenix only. Write also in 12, 13 and 14.
Percent of S. F. business, 11.

Good Manners Have a Commercial Value

Manners have an enormous commercial value in life. I sometimes wonder why it is not harped on more on these occasions. No one can have lived as long as I have without noticing the weight and value of manners in the ordinary transactions of life. I have seen men by appearance and manners get such a start of very much abler fellows that they have been able to keep their place much higher in public life than their own abilities or service would entitle them to. Of course, we can't all go into public life, but we all go into some business; at least we boys—with whom I identify myself for a very pleasant moment—we boys have to go into some calling and business of life. I am sure there is not a man or lady in this hall of over thirty years of age, who has some practical knowledge of the affairs of life, who won't tell the boys of the enormous advantage given them by good appearance and good manners. Good appearance, you may say, is not at our command; there I do not agree. Good looks are not at our command. They are the gift of the gods, and are the possession only of a small percentage of mankind. But good appearance, manly appearance, an appearance without self-consciousness, which is the most disagreeable feature perhaps of all appearance, is within the command of everybody in this room and everybody outside. So much for appearance. But let us take manners, which, I think, are of even more importance.

Say three boys are applying for the same situation. One may be a monster of learning; the other may not be half so good a boy; the third may not have the abilities of either, but if he has good manners, instead of grunting an

answer like the first one, or giving no answer like the second, only an inarticulate sound, but gives a clear, respectful—not cringing, but respectful—answer to the question asked him, it is ten to one on him against the other two. I won't put my appeal for manners on the higher consideration, such as sure signs of a noble nature expressed in outward form, though that is true enough. I will only put it today on the question of the commercial value of manners, and I ask every boy who hears me to bear away with him in mind the enormous value of manners from this day onward through his life, and they will give him a value which he will never possess without them, and give him a start over other boys who neither strive to nor attain good manners. I come here to give the best advice I can as the proof of long experience of life, and I venture to think that if you put every adult in this room on the rack—which I should be the last to wish—they could not give any utterance which would not square with what I have been saying.—Lord Rosebery, at a Grammar School Prize Distribution.

About three per cent of all cases of typhoid fever become chronic carriers. Some of them continue to give off bacilli in their excreta for many years. Many of the carriers discharge the typhoid bacilli intermittently and may therefore not be discovered through laboratory tests. For this reason the results of thorough field investigations are important. Field investigations, moreover, may bring evidence that a carrier is actually infecting other persons and is therefore especially dangerous.

Life.—An Englishman at a beneficial society meeting asserted that an actuary is by profession an alarmist.

NORTHERN
LIFE

The Company with the ever-easy-to-sell
Combination Life, Accident and Health (3 in 1)
Policy—

Pays good, fair commissions—
Gives prompt and satisfactory service to both
policyholders and representatives

In short: A good, all-round, successful com-
pany; full of Life and Energy—The kind you
are glad to connect yourself with—

Write for information—
—No obligation incurred.

HOME OFFICE
SEATTLE
U. S. A.

W. R. BROCK, President.

W. B. MEIKLE, Vice President and General Manager

WESTERN ASSURANCE CO.

OF TORONTO (INCORPORATED 1851)

United States Assets

\$2,578,165.00

Liabilities in United States

1,524,276.00

Surplus

\$1,053,889.00

PACIFIC COAST DEPARTMENT

129 LEIDESDORFF STREET - - - SAN FRANCISCO

MILLER, SCOTT & HENLEY, Managers.

Total Assets Represented over \$20,000,000

Svea

Insurance Company
of Gothenburg

Agricultural

Insurance Company
Watertown, N. Y.

Globe & Rutgers Fire

Insurance Company
of New York

Hamilton Fire

Insurance Company
of New York

Globe Underwriters

of New York

EDWARD BROWN & SONS

General Agents Pacific Coast Department

202 - 204 Sansome St., San Francisco

22,000 EDITION

It Is for All Local Agents

10th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.50

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

Royal Exchange Assurance

OF LONDON

Incorporated by Royal Charter A. D. 1720

Total Assets Exceed \$32,000,000.00

A Successful Record of Nearly Two Hundred Years.

Losses Paid During That Time Exceed

\$225,000,000.00

United States Branch, 92 William St., New York City

R. D. HARVEY, United States Mgr.

LAWRENCE F. LAMPING, State Agent

For Oregon, Washington and Northern Idaho

310 BURKE BUILDING, SEATTLE

CANTON

Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital paid up (Gold)	- - -	\$ 250,000 00
Cash Assets (Gold)	- - -	2,267,816 75
Net Surplus over Capital (Gold)		1,554,193 31
Bonds on deposit in the U. S.	-	225,000 00

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents

Since January, 1882

J. J. THEOBALD, Manager

320 California Street, San Francisco

[Babcock Building]

PHŒNIX

Assurance Company. Ltd.

Of London

ESTABLISHED 1782

W. IRVING

General Agent for Pacific Coast

R. GALLEGOS

Assistant General Agent

343 SANSOME STREET

Security Building

(Entrance on Halleck Street)

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employes. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.

Royal Insurance Building

FIRE

The Newark Fire, represented by Geo. W. Dornin, now has \$1,000,000 capital.

The National-Commercial Underwriters is at its end, as expected.

In the past dozen or so years, the eight Nebraska stock companies have retired, excepting one sold to an Eastern company.

The various underwriters' agencies generally may soon capitalize.

The Utah pond of the Blue Goose has been "dug" and is a-filling. Geo. V. Lawry is most loyal gander, Harry B. Windsor is supervisor, H. F. Savage is custodian, H. L. Macdonald is guardian, J. K. Wooley is wielder, and R. H. Merrill is keeper of the Golden Goose egg.

"How was it you allowed the fire to get such a hold on the place? You've got a fire engine, haven't you?"

"Yes, but it's the first fire since it came, and the hose was so wrapped up in wreaths from being used to decorate the streets that we couldn't get the water through."—Fliegende Blatter.

Sissons, Cal., a frame town, was for a week surrounded by forest fires and in great danger. Several hundred men fought the fires for the government at 43½ cents an hour.

The Merchants Fire of New York now has \$912,643 assets, a large gain since January 1. The net surplus gained also.

A \$5,000 loss in British Columbia was recently caused by an electric iron left with current turned on.

Coast Review Posterette

CAPITAL

PUTS THE

SURE

IN

FIRE INSURANCE

NOTE THE PAID-UP CAPITAL IN THE COMPANIES WE REPRESENT. NOTE, TOO, THAT THE CAPITAL IS ACTUALLY THE SURPLUS TO POLICYHOLDERS, or the SUM IN EXCESS OF LIABILITIES.

ESTABLISHED 1873

Office of Edward E. Potter

General Agent

The first office to commence paying losses after the conflagration.

The first office to commence paying in full the face of the policies, without discount, for cash or exchange.

The only general agency that remained in San Francisco where its patrons suffered.

The only office that did not compel its patrons to go to the expense and trouble of going to Oakland for the adjustment of their claims.

The Edw. E. Potter General Agency commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
It Costs No More**

January 1, 1914

OLD AND
TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS TO POLICYHOLDERS	\$5,212,525 00
UNDIVIDED PROFITS	2,319,300 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS TO POLICYHOLDERS	\$3,889,296 00
UNDIVIDED PROFITS	802,506 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS TO POLICYHOLDERS	\$1,893,309 00
UNDIVIDED PROFITS	432,560 00

EDWARD E. POTTER, General Agent

W. W. POTTER, Assistant General Agent

Potter Building, 578 Sacramento St.

San Francisco, Cal.

THE COAST REVIEW

INSURANCE

AUGUST

In its 43rd year

OUR WORLD'S FAIR

E. G. Halle, manager of the Germania Fire Insurance Company of Chicago, Ill., who sailed for Europe the first part of June, has been delegated a special commissioner by Commissioner Hathaway, to interest European insurance men in the World's Insurance Congress Events. Mr. Halle is a delegate of the Western Insurance Bureau to the "National Council" of the World's Insurance Congress.

G. H. Lermite, president of the Western Union of Fire Underwriters, Chicago, Ill., and a member of the Committee on Participation and Attendance of Fire Insurance Companies, has been appointed a special commissioner to interest English underwriters in the World's Insurance Congress Events during his trip to England.

The time has been settled upon for the meeting of the qualified members of the Manhattan Agency Club to be held in San Francisco, during the Exposition. The members go to San Francisco via special train, Santa Fe route from Chicago, and meet the Pacific Coast and Mountain States members in San Francisco, where the first session will be held, commencing Monday, April 26, 1915.

One of the interesting features of this meeting will be the presentation to the agency which produces the largest volume of business during the contest this year, of a loving cup by John Landers, resident vice president at San Francisco for the Manhattan Life. "Uncle John" Landers is the dean of the insurance fraternity of the Pacific Coast, having been with the same company for fifty years in that city. The Exposition officials have granted Uncle John the privilege of having "The Tower of Jewels" engraved upon the cup, and it will be a trophy well worth striving for and keeping as a memento of the great Exposition.

As stated in a recent Coast Review, at the meeting of the Western division of the Mutual Life Field Club, held at Colorado Springs, the delegates unanimously voted to accept the invitation of the Exposition to hold their 1915 meeting in San Francisco in connection with the World's Insurance Congress events. This meeting will bring to California the aristocrats of the Mutual Life field forces, and is a valuable addition to the rapidly growing list of agency conventions pledged to come to the Exposition City.

At the sixth annual conference of the Insurance Institute of America it was decided to hold their 1915 meeting in San Francisco at some time during the Exposition.

STABILITY AND STRENGTH

RESOURCES OVER \$52,000,000.00

SUN INSURANCE OFFICE
OF LONDON

COLONIAL
FIRE UNDERWRITERS
AGENCY

MECHANICS & TRADERS
OF NEW ORLEANS

NATIONAL
OF HARTFORD

MICHIGAN
FIRE AND MARINE
OF DETROIT

SUN
UNDERWRITERS AGENCY
OF LONDON

PACIFIC DEPARTMENT

WILLARD O. WAYMAN---CARL A. HENRY

JOINT GENERAL AGENTS

FRANK E. STONE

MAXWELL H. THOMSON

ASSISTANT GENERAL AGENTS

Sansome and Sacramento Streets

San Francisco, Calif.

Branch Offices: Los Angeles, Cal., Portland, Ore., Seattle and
Spokane, Wash., and Denver, Colo.

AGENTS WANTED IN EVERY CITY, TOWN AND VILLAGE.

1863

51st YEAR

1914

FIRE

AUTOMOBILE

MARINE

Organized in 1863

Firemans Fund

Insurance Company

Incorporated under the Laws of California.

433 California Street - San Francisco, Cal.

Insurance Exchange Building

Capital, \$1,500,000.00 Assets, \$9,864,872.00

BERNARD FAYMONVILLE

PRESIDENT

J. B. LEVISON

VICE - PRESIDENT

LOUIS WEINMANN

SECRETARY

A. W. FOLLANSBEE, Jr.

MARINE SECRETARY

H. P. BLANCHARD

ASSISTANT SECRETARY

JOHN S. FRENCH,

ASSISTANT SECRETARY

T. M. GARDINER

TREASURER

Central Department

JOHN MARSHALL, Jr., Manager

171 La Salle St., Chicago, Ill.

Southeastern Department

EDGAR S. WILSON, Manager

Macon, Georgia

Eastern Department

A. K. SIMPSON, Manager

J. W. LITTLE, Ass't Manager

Mason Building

Boston, Mass.

Atlantic Marine Department

FRANZ HERRMANN, Manager

79-85 Wall Street, New York

VOL. 87
NO. 3

SEPTEMBER

SEE PAGE

1914

THE

TELEPHONE KEARNY 5934

Coast Insurance Review

PROTECTION

An Insurance Journal and Directory
IN ITS FORTY-THIRD YEAR

San Francisco: Merchants Exchange Building

The Only INSURANCE Journal in the Pacific West

INSURANCE PUBLISHING CO., Publishers

Casualty and Surety Totals
Two Portraits
United States Marine and Inland Business
A Texas Life Promoter
Three Californians Plead Guilty of Arson
Six Oregonians Indicted
Insurance Will Pay a Federal "War" Tax
Conditions and Affairs of Insurers
Six Months American Fire Loss Ratio 63 Percent
Thirteen Years California Fire Business
Fire Companies Win in Utah Case
Some Recent and Important Decisions
They Place Insurance in the East
Two California Life Cases
New Pacific Fire Record Ready
Fire Chiefs Meet in Victoria
Salt Lake City Newly Rated
Fresno Fire Hazard Explained

Circulating Extensively in all the
States and Territories of the Pacific
West

PRICE 25 CENTS
\$3.00 PER ANNUM

Subscribers in the East, in Europe, in
South America, Japan, China and
Australasia

The Great Fire Insurance Company of the World
ASSETS IN UNITED STATES, - \$14,263,846.95

LIVERPOOL & LONDON & GLOBE

NEW YORK OFFICE, 80 WILLIAM STREET.
H. W. EATON, Manager
G. W. HOYT, Deputy Manager
J. B. KREMER, Ass't Deputy Manager
T. A. WEED, Agency Superintendent

NEW ENGLAND STATES, NEW YORK, NEW JERSEY, PENNSYLVANIA, MARYLAND, DELAWARE, DISTRICT OF COLUMBIA, VIRGINIA, WEST VIRGINIA, NORTH CAROLINA, SOUTH CAROLINA, OHIO, INDIANA, KENTUCKY, TENNESSEE.

NEW ORLEANS OFFICE, COR. CARONDELET & COMMON STS.
CLARENCE F. LOW, Manager
J. G. PEPPER, Ass't. Mgr
R. H. COLCOCK, Jr., Deputy Ass't. Mgr
LOUISIANA, MISSISSIPPI, ALABAMA, OKLAHOMA, FLORIDA, ARKANSAS, TEXAS, GEORGIA.

SAN FRANCISCO OFFICE, 444 CALIFORNIA ST.
R. P. FABJ, Manager
THOS. H. ANDERSON, Ass't Manager
CALIFORNIA, NEVADA, ALASKA, OREGON, WASHINGTON, ARIZONA, IDAHO

CHICAGO OFFICE, INSURANCE EXCHANGE.
W. S. WARREN, Manager.
GEO. H. MOORE, Assistant Manager
HUGH R. LOUDON, Deputy Ass't. Mgr
ILLINOIS, MICHIGAN, IOWA, WISCONSIN, MINNESOTA, MISSOURI, KANSAS, NEBRASKA, COLORADO, N. DAKOTA, S. DAKOTA, MONTANA, UTAH, WYOMING, NEW MEXICO.

INSURANCE CO., LTD.

Established 1836

Entered U. S. 1

The statement of the condition of the United States Branch on the 31st of December, 1913, in accordance with the laws of the State of New York, is as follows:

Assets	\$14,263,846.95
Liabilities	9,632,630.05
Surplus	\$ 4,631,216.90

As an illustration of the Company's practice in maintaining its Assets in the United States in years of excessive loss, the following figures may interest Policyholders:

Year.	Assets at 1st January.	Income.	Expenditure.	Excess of Expenditure.
1871	\$3,054,361	\$3,163,901	\$5,122,653	\$1,958,752
1872	3,640,450	3,733,101	4,484,999	751,898
1873	4,165,290			

Thus showing EXCESS OF EXPENDITURE in the two years of \$2,710 650
And INCREASE OF ASSETS in the same time of 1,110,929

PROGRESS OF THE UNITED STATES BRANCH.—Net fire premiums: 1848, \$4,519; 1858, \$471,988; 1868, \$1,739,620; 1878, \$2,422,126 1888, \$3,928,010; 1898, \$4,979,422; 1908, \$7,427,617; 1913, \$8,907,895.07

LOSSES.—The amount paid in satisfaction of Fire Losses in the United States in the course of 66 years exceeds \$137,000,000. This large sum in conjunction with the growth of the Company's business, evinces the confidence of the public and the faithfulness with which the Company's losses are adjusted and settled.

PACIFIC DEPARTMENT ESTABLISHED 1852

In Company's New Building
444 California St., San Francisco

ROBERT P. FABJ, Manager

THOS. H. ANDERSON, Asst. Man

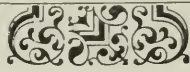
Special Agents:

R. G. BRUSH
W. H. RAYMOND

R. H. ROUNTREE
CHESTER S. MYRICK

HARRISON HOUSEWORTH
F. E. ATKINS

LOGAN B. CHANDLER
GEO. J. J.



Conflagration-Proof Insurance



Losses paid to date, - - over \$166,000,000

PACIFIC DEPARTMENT

GERMAN AMERICAN. PHOENIX OF HARTFORD

GERMAN ALLIANCE. PROTECTOR UNDERWRITERS

EQUITABLE FIRE & MARINE INSURANCE CO.

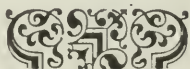
GEO. H. TYSON GENERAL AGENT.
HERBERT FOLGER, ASST. GENL. AGENT

SAN FRANCISCO.

Losses paid in San Francisco, - over \$6,000,000

Total Assets Thirty - Nine Millions

Agents Wanted in every City, town or Village



Representing

The Mutual Life Insurance Company

of New York

You will make money.

The great strength, big dividends and incomparable benefits of the "*oldest company in America*" mean certain success for you.

For Terms to Producing Agents, Address

GEORGE T. DEXTER, 2d Vice-President

34 NASSAU STREET, NEW YORK, N. Y.

AUTOMOBILE

North Bend, (Ore.) August 20.—Five persons were killed outright today when an automobile owned by J. Blufford Davis went through the county bridge across Pony Point and dropped twenty feet. One other person was slightly injured and one escaped unscratched.

LIFE

British life offices have agreed to charge a war premium (extra) of £5 5s. percent on existing policies and £7 1s. on new policies.

The Pittsburg Life has got the white elephant, Security Trust & Life building in New York back on its hands, the buyer defaulting.

A new life company has begun business in New York state, with \$200,000 capital.

The Equitable Life agents are opposing surrender values, cash loans and extensions as being against policyholders' interests.

The National Life of Montpelier has been examined by the Vermont department, which finds more money than claimed.

The receiver of the Chicago Life finds that the \$50,000 stock voted to the organizers was all sold promptly, leaving the buyers nothing to show for their investment. It was a rotten concern.

INCORPORATED 1861

The California Insurance Company

Cash Capital, \$400,000 00**Net Surplus, 191,636 00****Total Assets, 1,141,200 00**E. T. NIEBLING, President
GEO. W. BROOKS, SecretaryW. E. DEAN, Vice-President
J. W. WARNER, Assistant Secretary**HOME OFFICE: Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.*****Special Agents and Adjusters***

A. N. LINDSAY, Seattle LEIGH H. ROBINS, Los Angeles B. A. SIFFORD, Portland

**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."**

Eastern Department, Philadelphia, FRANK C. STURTEVANT, Manager.

Middle East Department, Pittsburg, LOGUE BROS. & CO., Gen'l Agts.

London & Lancashire Fire Ins. Co. Ltd.

Of LIVERPOOL, ENGLAND**INCORPORATED 1861****Capital Subscribed and on Call, \$23,211,180.00****Total Available Assets, 35,096,835.00**

Pacific Department, 332 Pine Street, : : San Francisco

SAM B. STOY, ManagerGEO. ORMOND SMITH, Agency Superintendent, *San Francisco*W. B. HOPKINS, Local Secretary, *San Francisco*J. P. YATES, Agency Superintendent, *Los Angeles***SPECIAL AGENTS**—Geo. T. Richmond, San Francisco; N. W. Clayton, Jr., Salt Lake; W. W. Gilmore, Sacramento; G. L. Goodell, Portland; J. P. Hague, Los Angeles; D. H. Parry, Seattle; N. Gardner, Denver.

The "London & Lancashire" is a staunch supporter of the agency system and does not write over the heads of its representatives

Pacific Coast Casualty Company

OF CALIFORNIA

EMPLOYERS' LIABILITY—TEAMS—
GENERAL LIABILITY—WORKMEN'S
COLLECTIVE—VESSELS—ELEVAT-
OR—AUTOMOBILE—PERSONAL AC-
CIDENT—BURGLARY and PLATE
GLASS INSURANCE—FIDELITY and
SURETY BONDS. ∴ ∴ ∴

T. L. MILLER, President

HOME OFFICE:
Merchants Exchange Building
SAN FRANCISCO

Led the Army

"Who led the army in that recent expedition?"

"I did," replied General Tamale.

"I thought the attack was led by General Concarne."

"It was I who prevented great loss of life. He led them going forward, but I led them coming back."—Washington Star.

WORDS. — Over, cover, red, read, bead, cede, seed, lied, siege, seize, bed, plead, read, read, dead, heat, mead, need, war, star, ferry, fairy, hare, hair, stare, stair. We print these just to remind you of the fearful and wonderful spelling of our language.

BANKERS LIFE COMPANY

DES MOINES, IOWA

Organized 1879

Insurance Issued and Restored,

1913 (Paid for)	-	-	\$60,907,000.00
-----------------	---	---	-----------------

Increase in Admitted Assets

for Year	-	-	\$ 2,630,411.43
----------	---	---	-----------------

ERNEST E. CLARK,	-	President
------------------	---	-----------



The Pennsylvania

*Fire Insurance Company
of Philadelphia*

Assets Jan. 1, 1914, \$8,002,962.21

Surplus to Policyholders

Jan. 1, 1914, 3,076,053.39

One of the Oldest and Strongest Fire Insurance Offices
in the United States

Pacific Coast Department:

201 Sansome Street, SAN FRANCISCO

RUSSELL W. OSBORN, Manager

S. P. MESICK, Superintendent of Agencies

F. J. AGNEW, " " "

SPECIAL AGENTS: A. C. McConnell C. V. McCarthy F. A. Lathrop

MISCELLANEOUS

A third of the beet sugar of the world has been made yearly by the warring four continental nations. Germany produces the beet seed planted in the United States. Our shut-down factories may resume operations but meantime sugar will go up in price.

The ordinary federal revenue tax receipts for the past fiscal year was \$308,627,619, which is \$790,335 less than collections from similar sources in the previous fiscal year. A stamp and other special taxes are proposed.

The Panhandle Brewing Co., Spokane, is being sued for \$821 alleged due for supplies furnished it.

The Metropolitan Life Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

"An agent is known by the companies he keeps."

CONTINENTAL INSURANCE COMPANY OF NEW YORK

The best company for a policyholder is the best company for an agent.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago

FIDELITY-PHENIX FIRE INSURANCE COMPANY OF NEW YORK

The assured places the responsibility on the agent; a Fidelity-Phenix policy relieves him of it.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
137 South LaSalle Street, Chicago

FIDELITY (FIRE) UNDERWRITERS OF NEW YORK

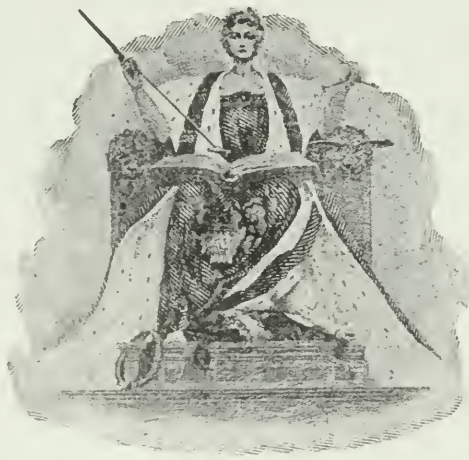
Combine the assets of two of the largest companies with the highest sense of liberality and fairness.

Combined Assets, \$42,586,574

Policyholders' Surplus. \$23,743,555

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago



FOUNDED 1806

Law Union & Rock

Insurance Company, Ltd.

OF LONDON

Funds Exceed	\$ 47,897,465
Annual Income Exceeds	6,500,000
Claims Paid Over	130,000,000

Union Assurance Society Ltd.

OF LONDON

200th ANNIVERSARY—FOUNDED A. D. 1714

Home Office Statement, Jan. 1, 1914

Capital	\$2,250,000
Assets	7,115,990
Surplus	4,570,520

PACIFIC COAST DEPARTMENT

HARRY H. SMITH, Manager

433 California Street : : : **San Francisco, Calif.**

EDWARD M. BRODENSTEIN, Branch Secretary J. P. CARROLL, Superintendent of Agencies

SPECIAL AGENTS: F. A. STAHL, Northern California and Nevada, San Francisco; NOAH L. NELSON, Northern California, San Francisco; F. F. RICHARDS, Southern California and Arizona, Los Angeles; Oregon and Western Washington, Portland; NYE KERN, Eastern Washington, Idaho and Montana, Spokane; M. B. BOOTHBY, Colorado, Denver.

APPLICATIONS FOR AGENCIES INVITED

PUBLISHER'S PAGE

We are again sending out sample copies. You, kind sir, who receive a sample copy, consider well if the contents are not of magazine value to you and your business and worthy of your help and co-operation by becoming a subscriber.

Hotel-keepers receiving the Coast Review are authorized to receive subscriptions for this magazine.

Postmasters and news-dealers are authorized to receive subscriptions for the Coast Review.

Make us a practical suggestion for the improvement of this journal in a helping-all way and we'll acknowledge it handsomely.

Tell us, by mail, that you want the Coast Review to become a newspaper instead of a magazine.

Send us a good suggestion for the improvement of the Pacific (formerly Otey) Manual and you shall receive your reward in this world.

Do you object to our presenting facts—telling the truth—compiling figures—which may put your company in a true but unfavorable light?

Is it not the duty of a publisher to tell the whole truth—his duty to his subscribers?

Doesn't she publisher deal dishonestly with his subscribers when he suppresses news? We have never done that.

Our advertising forms go to print in the first week of the month—sometimes sooner.

The Coast Review prints more Coast statistics than all other insurance journals combined.

We were told, the other day, that we should not "attack" board companies, which must be defended. In other words, that we should not call attention to their declining resources and unfortunate underwriting experience. Would it not have been better to have "attacked" the Walla Walla Fire—and the Ins. Co. of Dakota—both board companies and both failures?

We do not attack any company. In our presentation of facts and marshalling of figures we make no distinction between board and non-board companies. There are two kinds of each class.

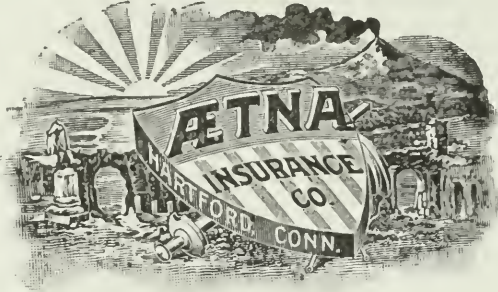
We never suppress a court decision because it hits a friend.

"THE LEADING FIRE INSURANCE COMPANY OF AMERICA."

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$6,909,389.89
Surplus as to
Policyholders
\$11,909,389.89



Cash Assets Now
\$22,481,250.34

Losses Paid
in
95 Years
\$138,501,348.36

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

W. H. BREEDING, General Agent

E. S. LIVINGSTON, Asst. General Agent

**Main Office, 301 California Street
SAN FRANCISCO**

SPECIAL AGENTS AND ADJUSTERS

J. A. MURPHY, General Adjuster

H. E. O'BRIEN G. E. TOWNSEND. H. F. MILLS. G. S. MARINER. E. V. CULVER. FRED H. ROAD

This Company has absolutely no connection with any other corporation
bearing the name of Aetna.

MARINE AND AUTOMOBILE DEPARTMENTS

E. S. LIVINGSTON, Marine Superintendent

325 CALIFORNIA STREET

HARTFORD FIRE

Insurance Company

Chartered 1810

FIRE, MARINE AND AUTOMOBILE INSURANCE



Assets, January 1, 1914, **\$26 525.973 85**

Surplus to Policyholders, **10.048,522 13**

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

430 California Street, SAN FRANCISCO

City and Marine Department

441 CALIFORNIA ST.

SPECIAL AGENTS AND ADJUSTERS

GEO. E. DEVINE, Sup't of Agencies, San Francisco

J. J. DENNIS, Portland, Ore.

MILTON E. SPAULDING, San Francisco, Cal.

ROBERT E. DOLLARD, San Francisco, Cal.

W. S. DENNIS, San Francisco, Cal.

L. H. EARLE, San Francisco, Cal.

C. E. MILLER, Salt Lake City, Utah

NEIL STEWART, Spokane, Wash.

P. H. GRIFFITH, Los Angeles, Cal.

ERNEST E. PRICE, Los Angeles, Cal.

SEPTEMBER, 1914

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 43d Year

Foreign, \$3.50

Office 1103 Merchants Exchange

Volume 87

San Francisco, California, U. S. A.

Number Three

Entered at San Francisco Postoffice as second-class mail matter

In this country life insurance assets gain \$20,500,000 a month. This money, chiefly the reserves required by law, is invested in railway bonds, farm loans, loans on city improved realty, and municipal, state, and school bonds, in the main. It is safely invested—and that's the main thing—to earn sure $3\frac{1}{2}$ percent and probably averages 5 percent. The business of the country is greatly enriched by this creation of new capital every day.

‡‡

Purely marine companies operating in this country have \$36,000,000 assets invested here. The American companies, only 4, or possibly 5, have about \$21,000,000, and the foreign branches, 28 in number have \$15,000,000. The latter collect \$10,400,000 premiums; the former collect about \$4,500,000. This total of about \$20,000,000 marine premiums received by marine companies does not nearly represent the total American cargo insurance by marine companies, for a great deal is written abroad by foreign buyers and shippers.

‡‡

In addition to the above marine business is that written by American and foreign fire companies, a total of some \$17,200,000 premiums, all but about \$2,000,000 by American companies. These figures include "inland" marine

business also, on cars and steamboats—a total of over \$53,000,000 marine and inland premiums—equal to only 16 percent of the American fire premium income.

‡‡

There is no insurance on any of the Panama-Pacific Exposition buildings. Automatic alarms and sprinklers have been placed generally in these structures. The placing of the amusement "zone" on the east end lessens the hazard to the main buildings, as the prevailing wind is from the west. A lookout in the Tower of Jewels (435 feet high) will keep a watch for fire day and night.

‡‡

Life companies in this country collect \$839,366,000, premiums and interest, yearly. They pay out \$595,000,000, after contributing to the legal reserve and adding to the surplus. Fifty millions of disbursements a month keep money moving.

‡‡

American life companies make about what they lose on the maturity or sale of ledger assets.

‡‡

American life insurance premiums are some \$630,000,000 a year. The refunds amount to \$97,000,000 or 15 percent. These refunds are called dividends.

Insurance in State and Federal Courts

OUR BEST DIGEST OF RECENT DECISIONS

Fire Insurance in Court

South Carolina—Padgett et al. v. North Carolina Home Ins. Co. 82 S. 409

"Proof of Loss"—Requirement of Policy

Technical "proof of loss" is for the benefit of the insurer, the requirement of which arises out of the terms of the policy, and which in its very nature must substantially conform to the requirements of the policy, so as to inform the insurer of the fire, and of the particulars thereof; but such technical proof of loss is not the proof of the loss in court, which is made before the jury pursuant to the rules of evidence to prove a liability under the policy, and which exists independently of the technical proof of loss.

Waiver

An insurer, on receiving a statement of total loss from the insured, 20 days after the fire, by sending an investigator to the place, who talked with insured about the fire and attempted to get him to sign a paper, and made no demand for further or more particular proof of loss, thereby waived any right to such further or particular proof of loss.

Sufficiency

Under a policy requiring insured to give immediate notice of loss in writing, stating the quantity and cost of each article, the amount claimed thereon, his knowledge and belief as to the origin of the fire, the interests of insured and others, the cash value of each item, the incumbrances thereon, other insurance, etc., with the certificate of a notary that of his belief that the loss was honestly sustained, a statement by insured that the insurer would take notice that the property described in its policy of a certain number was totally destroyed by fire, the cause and origin of which were unknown, that the ownership and location were as stated in the policy, referring to a mortgage incumbrance, the absence of other insurance, and compliance with all terms of the

policy, with a claim for a total loss subscribed and sworn to, was a reasonably full and exact compliance with the requirement.

Missouri—Lehmann v. Hartford Fire Ins. Co., 167 S. W. R., 1047

Evidence—Admissions—Offer of Compromise

Statements of the insurer's adjuster that they could give the insured only 50 cents on the dollar were not inadmissible as an effort to compromise, where they were made not in an effort to compromise, but in an interview looking to the adjustment of the loss, preparatory to making the necessary proofs, and prior to the bringing of suit.

Avoidance of Policy for Misrepresentations — Use of Building

An insurer was not released, because a pasteur attached to the policy when the property was moved stated that it was located in a building used as a dwelling, whereas it was a mercantile building, where the insured stated the true facts to the agent from whom he procured the policy, when the pasteur was attached, provided such agent was the agent of the insurer.

Not a Recognition of Policy

Where a policy was obtained for a corporation by its acting president without authority, and certain adjusters without authority from the corporation gave notice to the insurer of loss, the insurer's statement that its Southern manager would adjust the loss, in the absence of knowledge of the facts, did not constitute a recognition of the policy on its part.—Marqusee v. Insurance Co. of North America, 211 F. 903.

Non-Waiver Agreement

A nonwaiver agreement entered into after loss when the insurer learned that the insured had violated the "books and inventory" clause of the policy held valid and to reserve to each every right not waived or forfeited prior to its execution.—Scottish

Union & National Ins. Co. v. Cornett Bros., 142 P. 315.

Insured's failure to substantially comply with a provision of the policy requiring him to keep his books and inventories in a fire-proof safe at night will forfeit his right to recover on the policy.—*Id.*

Insurer Had 50 Days

Where policy provided that the insurer, within 20 days after receipt of proofs of loss, must notify the insured of any disagreement, and if it failed to do so, the amount of the loss should be payable 30 days after its ascertainment, the insurer had the full 20 days within which to assent or object to the proofs and 30 days thereafter in which to pay, and an action before that period was premature.—*Borger v. Connecticut Fire Ins. Co.*, 142 P. 115.

Incumbrance

Where insured is not asked, and states nothing, respecting incumbrances on the property, and pays the premium, the existence of incumbrances in violation of an incumbrance clause will not invalidate the policy.—*Humble v. German Alliance Ins. Co.*, 141 P. 243.

Waiver

Insurer held to have waived forfeiture from failure of insured to keep and produce inventories and books of account by directing them to secure invoices of goods purchased and a statement of their bank deposits which they did, thereby incurring expense or loss of time.—*Pace v. American Cent. Ins. Co.*, 158 S. W. 892.

Arbitration

By entering into arbitration within the time allowed for proof of loss according to the policy, an insurer waives all questions as to the fact, and sufficiency of the proofs of loss.

An award merges the right of action on the policy and the insured is entitled to recover only on the award.—*Union Marine Ins. Co. v. Charlie's Transfer Co.*, 65 So. 78.

Upon an award in arbitration of a loss suffered under a fire policy, breach of stipulations relating to notice and proof of loss

are waived, and a plea to a count on the award, which set up failure to give notice and proof of loss and that there was no waiver, is open to demurrer.—*Id.*

Where a fire policy provided that the award of the arbitrators and umpire, or any two of them, should determine the amount of the loss, a written award, signed by only one arbitrator and the umpire, is admissible in evidence, where the other dissented and to express his dissent, refused to sign.—*Id.*

Appraiser

An insurance company which appoints as appraiser one who is not a disinterested person violates the policy stipulation for the appointment of competent and disinterested appraisers, and insured need not appoint an appraiser, but may sue on the policy for the loss sustained.—*Pierce v. Sun Ins. Office*, 147 N. Y. S. 947.

Appraisement

Where a policy provides for an appraisement, and such appraisement is a condition precedent to an action where no appraisement is requested by either party, and the company denies liability, the insured is not precluded from recovering for failure to demand an appraisement.—*Oklahoma Fire Ins. Co. v. Mundel*, 141 P. 415.

Adjustment of Loss

Nonwaiver agreement executed by insured held to merely prevent a waiver of breaches of the "iron-safe clause" from examination of books, and not to prevent a waiver by positive declarations or acts indicating a purpose to waive.

The adjustment of a loss under a fire insurance policy is the settling and ascertaining of the amount of the indemnity which insured, after making all proper allowances, is entitled to receive, or the amount of the loss as so settled, and the terms "examination" and "adjustment" are not convertible terms.—*Pennsylvania Fire Ins. Co. v. Draper*, 65 So. 923.

Valued Policy

A three-fourths value clause attached to a valued fire insurance policy, being inconsistent with the statute, is void.—82 S. E. 201.

Accident Insurance in Court

Federal—McKinney v. General Accident Fire & Life Assur. Co., Ltd. 211 Fed. R. 951

Right of Recovery—Burden of Proof

Under a policy whereby the company contracts that if death shall result to the insured from bodily injuries caused by an accident alone within 90 days from the date of the injuries it will pay on account thereof \$5,000 in addition to specified weekly indemnity, and that if such injuries shall "immediately, wholly and continuously disable and prevent the insured from performing any and every kind of duty pertaining to his occupation, and during the period of such continuous disability and within two hundred weeks from the date of the accident, result" in the death of the insured, the company will pay \$5,000, it is indispensable to a recovery for a death occurring more than 90 days after the date of the bodily injuries caused by the accident that they should have immediately, wholly, and continuously disabled and prevented the insured from performing any of the duties of his occupation.

Poison Ivy Covered by Accident Policy

Death of insured as the result of coming in contact with poison ivy while in the woods held within the terms of an accident policy.—*Railway Mail Ass'n v. Dent*, 213 F. 981.

Where decedent died as the result of accidentally coming in contact with poison ivy, such death did not result from poison "taken or administered," nor from disease, within exceptions in an accident policy.—*Id.*

Homicide

Where insured brought on a difficulty with a third person armed with a gun with knowledge of the fact, and the third person killed insured in self-defense, the death of insured was not by accidental means within the policy. *Prudential Casualty Co. v. Curry*, 65 So. 852.

When a heavy wooden sign, permitted to remain suspended over and above a street, is blown down by a severe wind, and strikes and injures one lawfully passing along the

street, the city cannot relieve itself from liability by asserting that the injury was caused by an act of God, unless it also shows that the wind was unprecedented, and was the sole cause of the injury.—139 P. 290.

Automobile Insurance in Court

Where one procuring insurance on his automobile against damage by collision settled with wrongdoer, he could not recover on the policy stipulating that insurer on payment of the loss should be subrogated to all right of recovery by insured for the loss. *Maryland Motor Car Ins. Co. v. Haggard*, 168 S. W. 1011.

A policy which insured an automobile against destruction or damage by fire, against theft, and against perils of transportation is nevertheless a fire policy, and, in an action for damage by fire, should be declared on under the code form.—*Union Marine Ins. Co. v. Charlie's Transfer Co.*, 65 So. 78.

Life Insurance in Court

California — *Bridge et al. v. Connecticut Mut. Life Ins. Co. et al.*, 141 P. 375

Assignment of Life Policy—Rights of Parties

One to whom a policy is assigned as security, having the legal title, can collect its full amount when due; the assignor having merely a claim for the surplus after satisfaction of the secured debt.

Pledge—Bar of Debt

One to whom a policy is assigned as security may continue to hold it, though action on the debt secured is barred by limitations; and this though the secured debt is that of another than the assignor.

Consideration

Settlement and satisfaction of the account between T. and B. and of the right of action of B. against T. for money due is sufficient consideration not only for the execution of the note of T. to B., but for the contemporaneous assignment to B. by a third person of a life policy as security for payment of the note.

Bills and Notes—Payment—Renewal Notes

The giving and acceptance of a renewal note is not a payment of the original note,

unless it is so expressly agreed, though the original note is surrendered; and the presumption is against such agreement.

Limitation of Actions—Recovery of Pledge

Though M., who assigned a life policy to B. as security for payment of the note of T. to B., was a mere surety, so that a definite extension of the time of payment, without M.'s consent, released her assigned property, yet her right to recover it was barred by limitations, B. having continued to hold it under claim of right, with no claim on her part, for the statutory period, after the accrual of her cause of action, and this though she did not know of the extension, there having been no fraudulent concealment thereof.

Constitutional Law—Vested Rights — Decisions of Court

A decision, made only after property was pledged, that a pledgor could as soon as the debt was barred by limitations retake pledged property without paying the debt, could not be a part of such contract of pledge, even if that would have been the effect of such a decision had it been made before the pledge, so that application to the case of such pledge of the contrary doctrine, announced by a later decision, does not deprive the pledgor of vested rights.

Interest in Partner's Life

Though a firm has an insurable interest in the life of a partner devoting his skill, knowledge, and experience in the firm business, yet interest in a policy on the life of a partner held by the firm ceases on the dissolution of the firm, and the surviving partner has no interest.—*Ruth v. Flynn*, 142 P. 194.

Where There's No Insurable Interest

A contract of insurance taken out in the name of one who has no insurable interest in the life of insured is a wagering contract and void.

A person may procure insurance on his own life and assign it to one who has no insurable interest, if this is not done as a cover for a wager policy.—*Prudential Ins. Co. of America v. Williams*, 168 S. W. 1114.

Creditor

Where a life policy is made payable to a creditor, he may recover thereon for himself, not only the amount owing him when the policy is issued, but advances which he afterwards makes on the faith of it, and with an understanding, then had, that the policy is to stand security for it and also the attorney's fees and expenses of collecting the policy.—168 S. W. 881.

Assignment of Tontine Policy

Execution of assignment of insurance policy to insured's minor child, and delivery of duplicate copy to insurance company, held sufficient delivery, though insured retained the policy and never told the child of the assignment.

Assignment of tontine life insurance policy and of dividend, benefit and advantage to be had or derived therefrom held to transfer the tontine as well as the life benefits.—*New York Life Ins. Co. v. Dunlevy*, 214 F. 1.

Under a policy providing for the deduction of the balance of dues for the current year of insured's death, held that the current year commenced on October 1st, and not on January 1st, though insured, after paying a quarterly premium, thereafter paid annual premiums for one year from January 1st, and hence, insured having died in December, the company was entitled to deduct the balance of the premium for the year ending the following October.—*Fidelity Mut. Life Ins. Co. of Philadelphia, Pa., v. Zapp*, 160 S. W. 139.

Burglary Insurance in Court

Where burglary policy insured generally against a particular peril and contained a clause exempting the insurer from liability for loss caused in a certain manner, the burden was on the insurer to prove that the loss fell within the exemption.—*Fidelity & Casualty Co. of New York v First Bank of Fallis*, 142 P. 312.

The railroads of the country continue to show decreased earnings. The war in Europe is not helping them either. Their betterments and extensions will now be curtailed and postponed for years.

CONDITION AND AFFAIRS OF INSURERS

American Insurance Company of New Jersey

This company is an old established and very successful institution, with over ten million assets. It is well along in the 4 million class as to premium income, and in some large districts it leads in business. Present indications are that this year it enters the 5 million class in income.

The American is nearing 69 years old. I is a successful company in all respects which measure and testify to success. It has a large volume of increasing business and it makes a good underwriting profit. There is underwriting ability in the management.

The American is strong. Its reinsurance reserve is greater than its premium income, and its total income is steadily much more than its total disbursements.

On the Pacific Coast General Agent Hoadley operates a department with some \$400,000 premium income, and a moderate loss ratio. His business has doubled within a few years. And that is going some for a Board office.

Commonwealth Bonding & Casualty Co of Arizona. — The underwriting results of the company during its three years of operation have been very unprofitable. It has made a trading loss of \$53,157. The net underwriting loss amounts to \$146,933. This is a Texas company. We glean these facts from Best's Ins. Reports.

Great Losses

The examination of the Casualty Co. of America by the New York department, as of June 30, shows for six months a loss of \$290,452 in the liability department, and a net underwriting loss of \$217,920 in all departments. Stockholders were paid \$22,500 dividends.

Six months American premiums of the Employers' Liability, \$3,461,886, with \$809,872 losses. The American branch net surplus on July 1 was \$2,588,760.

Fidelity & Casualty Co. Semi-Annual Figures

June 30, 1914. Assets of the Fidelity & Casualty Co., \$11,606,723; unearned premium reserve, \$4,846,830; voluntary reserve, \$500,000; capital paid up, \$1,000,000; net surplus, \$1,938,729; surplus to policyholders, \$3,438,729.

The first six months were excellent in results. Losses have been normal, new business has increased remarkably, surplus gained nearly \$431,000; assets gained over \$543,300. These gains were made in the six months ending June 30.

Norwich Union Fire

The home office statement of this old British office presents these interesting totals: Assets, \$13,141,530; capital paid up, \$660,000; capital subscribed, \$5,500,000; fire premium income, \$5,938,350; fire losses, \$3,261,355, which indicates a good underwriting profit and increased surplus. Marine and other premiums, \$2,399,580, making the Norwich Union total premiums, \$8,337,930. This summary indicates growth and prosperity. The company has passed 13 millions in assets and is well on the way to 9 millions of income.

On the Coast, under Manager Fuller, the Norwich Union is increasing its business satisfactorily.

The United States branch of the Employers' Liability on June 30 had \$7,881,286 assets and \$2,588,760 net surplus.

Oct. 1st is newspaper day in California. Papers going out on that day or that week are expected to give a great boost for their locality and for the state.

The Ventura, Cal., lima bean district has this year harvested 1,250,000 bushels of this leading human food of the future. It brings much money to the raisers. A big order from Europe is reported.

The author of "Polly and Her Pals" is making sport of the modern uptothe minute accident policy.

INSURANCE OF ALL KINDS

Lock's Letter to Agents

Frank Lock, United States manager of the Atlas Assurance Company of London, has sent a letter to his agents regarding the existing foreign situation. He says:

Consider the Atlas' United States branch as an American corporation, which is the position in which the law has practically put it. As such it possesses nearly \$3,000,000 of assets in the United States, over \$1,000,000 of which is surplus to policyholders; more than 85 percent of these assets are held by state governments and by United States trustees beyond the direct control of the company for the exclusive benefit of United States policyholders and creditors; that is to say, if by any possible contingency all connections with the home office were cut, the company is on a self-sustaining basis in this country, as possessing \$2,867,750 of assets and \$1,077,263 of surplus to policyholders. It is thus amply fortified for all its obligations.

Let it be considered that there is nothing in the situation (after the first temporary financial troubles felt in every part of the civilized world have adjusted themselves) which debars the Atlas receiving from the home office, in case of need, any additional amounts required to meet obligations incurred in this country. The company has a surplus to policyholders in its fire department, after providing for every liability, of \$4,507,730, and, in addition to this, it has subscribed capital, for which a wealthy body of proprietors are strictly liable, amounting to \$9,900,000.

The company has during its history of 106 years passed through and emerged from every war, every financial crisis and many huge conflagrations of that period, with constantly added strength and prestige. The company was born while England was in the throes of the Napoleonic strife, and at no period in its history since has it ever failed to promptly pay one hundred cents on the dollar, with ample resources left for future contingencies.

The present situation suggests no occasion

for question as to the perfect reliability of an Atlas policy, as the company stands financially stronger now than it ever has in its previous history, and is still what we have always claimed it to be—"conflagration proof."

The Atlas Assurance Company

Now Has 22 1-3 Million of Assets

Old and conservative may most justly be applied to the Atlas Assurance Company of London. Some companies are old but have ceased to be conservative. The Atlas is several years in its second century, and it preserves in its management and practices the conservatism which may not make a brilliant showing of rapid accumulations but which certainly does give assurance of safe advancement and permanent security.

The gross assets of the Atlas at the beginning of this year were \$22,332,370. This is a gain of over \$2,000,000 in the year.

The paid up capital is \$1,320,000, which alone is equal to the losses incurred by the burning of a city.

Setting aside the funds of the life department there is left a fire general fund of \$11,363,840, which is a large gain in the twelve months.

The fire premium income last year was \$5,621,480, a gain of over \$400,000.

There was a handsome underwriting profit, the losses being only 47 percent

Marine.—The British state war risks office has again reduced the rate for cargo insurance from three guineas to two guineas percent. The government war premiums on hulls have been reduced also. Rate for a single voyage has been reduced from 1½ percent to 1; for a round voyage, from 2½ to 2 percent, ballast voyage not more than 800 miles is now treated as part of the following voyage, and the vessel may be insured for a single voyage at 1 percent instead of covering for 91 days.

Carlton, Ore., Sept. 7. —Carlton hotel burned.

Fire Coast Chiefs Meet In Victoria

Storage of Oils On Water Fronts

At the Monday session a committee was appointed to report on the proposal to allow storage of gasoline and fuel oil along harbor fronts.

Chief Murphy of San Francisco, Chief Stetson of Seattle, Chief Foster of Astoria and other experienced men compiled the report, as follows:

"Whereas the standard requirements for the storage of fuel oil in large quantities demand that it be on land, in permanent and substantial tanks, usually of steel, and 200 feet from any large body of water. That these tanks be surrounded by a fireproof and substantial wall or embankment, without openings, and enclosing an area capable of holding from one and one-third to one and one-half the entire contents of all tanks within the enclosure.

"And whereas oil companies not wishing to go to the expense of installing the above safety requirements, are trying to induce our coast towns and cities to amend their ordinances so as to allow fuel oil in quantities of 10,000 or 12,000 barrels to be stored in tanks on barges or other floating vessels, permanently in our harbors, and sometimes near combustible buildings or docks.

"Therefore, be it resolved by the Pacific Coast Association of Fire Chiefs, in convention assembled, that we strongly favor the old requirements for the storage of large quantities of fuel oil, and would limit such storage to tanks on land properly protected against any possible flow towards water. That we consider the permanent storage of fuel oil upon water as a menace to waterfront property and shipping, in case of a large fire nearby, the breaking adrift of the barge or vessel or any accident which might release the oil upon the waters of the harbor. That we call upon our members to use their best efforts to prevent this breaking down of the safeguards which experience has proven necessary for the secure handling of fuel oil."

Volunteer Departments

At Tuesday morning's session Fire Marshal Bringham, of Seattle, read a paper on

volunteer brigades, which created discussion. The subject has a local interest, inasmuch as there is now a movement under way to develop the volunteer brigade movement at various points on Vancouver Island. It is proposed to form a federation of the Island brigades. Fire Marshal Bringham urged support for such brigades where they are instituted in small towns. He emphasized the good work which the volunteers were doing in many small towns where the paid system could not be adopted. The public does not appreciate the efforts of the volunteers, and many of the smaller towns are apt to venture with the paid or semi-paid department before they were ready for them.

The opinion was unanimously expressed that to make such unpaid forces an entire success the fullest support of public, press and municipal authorities is necessary and with these encouragements a volunteer force can be made most effective.

British Companies' Contracts

Manager Eaton of the Liverpool & London & Globe quotes from the opinion of a leading New York law firm:

"In our opinion, a fire insurance policy entered into between a British corporation and subjects of either Germany or Austria, after declaration of war, would be held by our courts a perfectly binding contract. We see no reason for any fear that the courts would pronounce invalid such a contract if made here, upon any ground of private international law.

"But there is a further reason why the policyholder is absolutely protected in such a case. The American assets of a foreign fire insurance company are held in trust for policyholders in the United States. These words 'in the United States,' in our opinion, would be construed to mean policyholders who have become such as the result of the transaction of business by the foreign company in the United States. The result is that by obtaining a policy, a German or Austrian subject becomes at once a member of the class of beneficiaries indicated by the statute, and as such would be protected to the full extent of the company's assets on deposit here."

GENERAL

Astronomers the Real Weather Man

To The Star: The department of agriculture still claims planets have nothing to do with the weather. It is warm today because the little planet Mercury is coming around the curve and hammering away at the earth at the rate of twenty-three miles a second. Watch how it will drive the earth out from the sun and turn the weather upside down between now and June 27 in storms throughout the world. See what it did the last time when it caused the deep snows and wintry gales February 22 and 23. Of course, government forecasters are not expected to agree that planets affect the earth. The weather rests on principles of astronomy, while the government forecasters are specialists in meteorology. There are now no great astronomers living in America able to pass on a subject of scientific doctrine. Take the attraction theory of gravitation. The astronomers of today must accept its teachings, for they are not capable of passing upon the question as to whether it is true. If we have run short of great astronomers, what would a poor meteorologist have to do with such a question as the changing of the positions of the planets or the moon being the prime cause of all weather changes, forcing the earth toward the sun, causing warmer weather, and forcing the earth outward a little, causing cooler weather? Years ago the late Dr. Asaph Hall, formerly president of the National Academy of Sciences, wrote that my astronomical principles were entirely new and advised me to send them to the Johns Hopkins University. He would not have given such advice had he believed that the weather part of

the science was fake weather forecasting. If the department of agriculture would name two astronomers—not meteorologists, but practical astronomers—who would investigate principles that can be mailed to them monthly, and leave out all visions of meteorology now in vogue, they could be easily qualified to decide “when it is raining down their backs.”—Cyclone Bill in K. C. Star.

Perhaps the “hammering” and disappearing planets cause fires by heating up things or making men fire up their stoves.

Stung

Our special marine contributor, who writes with a pair of sharp shizzors usually, has got us into trouble. The Insurance Critic says our account of the Fawterland is all wrong. Like this: “If the ‘top of the foremast rises 300 feet’ how far does the remainder of the mast ‘rise’?” “The Vaterland has no foremast,” and “there’s no such thing as a ‘stockless bow anchor,’ and the toothpick referred to doesn’t come through the hawse hole.” And a 11-tons anchor is not the heaviest in the world. Alas! oh, dear!

San Diego, Cal. — Because of the curve of the earth’s surface the shortest route between the Panama Canal and the Orient will take vessels within ten miles of San Diego, making San Diego an ideal coaling point, instead of carrying coal to last for the round trip, a 5,000-ton ship can make \$23,000 additional freight revenues on a round trip between Europe and the Orient by coaling at San Diego and saving coal haulage.

Multiplying Your Income or How to Sell Life Insurance

This is the title of a new book by Wm. T. Nash, of which the Spectator Company of New York is the publisher. It is a cloth bound volume of 115 pages. The author has written several books on life insurance. The purpose of this little book is stated to be, to point out a multitude of commonplace little things that pertain to selling life insurance, which an agent may not always fully appreciate as being the really big things when it comes to actually securing the application.

Here are some of the chapter headings: Acting, How to Get at a Man, Environment, Monthly Income Insurance, Who Sells the Big Ones, Reaching the Farmer, Everybody a Prospect. The author says you simply must be an optimist, a booster. The world loves an optimist. Theoretical knowledge is not necessary. Unnecessary figures are confusing. Avoid using unfamiliar terms. Be positive. Simply seeing people amounts to nothing.

The agent's good health is essential to success. Intemperance is an obstacle. There is such a thing as intemperate effort. Accept no excuse as final. Forget yourself and your commissions. Never sit down to talk. The still hunt is best. Old policyholders secure new ones. First get the manager or proprietor. Be a good loser. Soliciting is not a job but a business without a dollar of capital. Men who fail elsewhere often succeed in life insurance.

We have given the reader a few samples of this hintful book.

Accidents at home for which the Travelers paid claims in 1913:

	Number Injured
Injured while working around barn, etc.	377
Falls on stairs	369
Cut on bottles, sharp instruments, etc.	297
Poisoned or infected	170
Scalded and burned while cooking, etc.	161
Run into beds, bureaus, doors, etc.	123
Slipped on rugs, floor, etc.	115
Lifting and moving articles	95
Stepped on broken glass, sharp instruments, etc.	88

Hit by falling objects	75
Falls from chairs, tables, etc.	59
Slipped in bath tub	57
Slips on lawn, etc.	54
Shaving	54
Finger caught in door, etc.	52
Falls from ladders	47
Cutting corns, toe nails, finger nails . .	45
Pet animal bites, etc.	31
Getting in and out of bed	22
Carving	11
Foreign particles in eye	9
Carrying children—finger in eye, etc. .	8
Burned to death in burning house . . .	2
Miscellaneous	292

2,613

Benefits paid \$241,384.11

A Texas Life Promoter

Two men subscribed for the capital stock of the Wichita Southern Life Ins. Co.—each for 10 shares at \$100 each, agreeing to pay therefore \$2,500 or \$250 per share. Notes were given for \$2,000, payable to the company, and for \$500 payable to S. A. Pitzer, who solicited the stock subscriptions. Pitzer sued for his 20 percent commission, payable in the \$500 note given him.

The trial judge found these facts: Said Pitzer, in order to induce defendant to sign said contract and notes, represented to the defendant at the time of their execution that said note for \$500, given by defendant to said Pitzer, was all that the defendant would have to pay on said notes: that said life insurance company was in a prosperous condition; that it had a large amount of money on hand which it was loaning out, and in making loans it always gave its stockholders the preference, and in case defendant could not pay said note for \$2,000 at maturity the company would carry it as a loan; that the company then had on hand a surplus out of which it would soon declare a dividend to its stockholders, and if defendant would subscribe then he would participate in this dividend; that the profits and income of the company were such that the dividends earned by the stock which defendant subscribed for would be sufficient to pay the interest on said \$2,000 note, and would in time pay

the principal thereof. The defendant was a stockman, and had little knowledge of the organization and management of corporations, and knew nothing at all about the affairs of the Wichita Southern Life Insurance Company except what Pitzer told him, and never participated in any stockholders' meeting of the company in any way. That he relied upon and believed the statements of Pitzer, and would not have purchased said shares of stock had not such representations been made by said Pitzer. Said Pitzer was a comparative stranger to defendant at the time of said subscription, they having known each other only about two weeks.

The court of civil appeals, in *Cope v. Pitzer*, 166, S. W. Rep. 447, held: It is well settled that a subscription contract such as those in controversy, when not in violation of law, is a valid and binding obligation which can be enforced in court.

While the insurance company obligated itself to issue stock to the subscribers in the future upon the payment of the consideration therefor, those contracts did not constitute sales and actual issuance of stock on credit within the meaning of the constitution and statutes, as appellants insist by different assignments of error. We are of the opinion, further, that the trial judge was correct in his finding that any misstatements by Pitzer which induced appellants to execute the contracts and notes were mere puffing inducements and promises for future performance involving speculative and conjectural future contingencies which were not binding upon the company for that reason, and for the further reason that they were at variance with the written contracts, especially in view of the further fact that there is no finding by the trial judge that at the time of the execution of the contracts and notes, the insurance company had no intention to refuse a compliance with such promises.

The Argus Casualty Chart 1914 shows for the London Guarantee a gain of \$29,136 in unpaid claims and a gain of \$185,894 in reserve for unpaid liability claims. The losses paid appear to have been 65 percent

of the earned premiums, and the expense ratio was 36, a total of 101 percent on the underwriting account, in this country. It may be doubted if this company has made any money on the underwriting account in the United States for several years past. We wonder, are the stockholders aware of this?

Drop the Word Dividends

Life men in this country should at once discontinue the use of the word "dividends" as regards policyholders.

Only in this country and in Canada is this misleading term employed.

"Dividends" is a word that has cost life insurance large sums of money for premium taxes. It is erroneously regarded as meaning "profits."

"Dividends" in life insurance is a word meaning "refunds" of a safety over-charge. Why not use the word "refunds"?

Other forms of insurance are permitted to deduct premium returns or refunds in making up net premium receipts for taxation. Life insurance companies likewise return premiums to policyholders, and call them "dividends," on which they must pay a premium tax.

The law is unjust and should be repealed. Replace "dividends" with "return premiums" or "refunds" and the work of repeal will be greatly facilitated.

The employers' liability experience of the London Guarantee in the United States last year yielded a loss ratio of 85 percent — a high ratio partly explained by the 31 percent decline in premiums.

Lloyds Plate Glass (represented by Christensen & Goodwin) writes plate glass only and makes an underwriting profit almost every year.

The North American Accident lost money on the underwriting account last year. The total outgo, including increased liabilities, was considerably more than the income. This was also the case in 1911.

Great War

Possibly the greatest war of all earth time broke out on Tuesday, July 28, when Austria-Hungary declared war on Servia. This was followed by war between Austria - Hungary and Germany on one side and Russia, France, Great Britain, Belgium, Servia and Montenegro on the other side, with surprising quickness. It is possible that the United States may yet be involved in this unhappy gigantic struggle, which was started by the bullets of an assassin and may extend to all parts of the world. Prices and employment have been affected in the whole Western Hemisphere already. The whole world is indeed closely associated and very interdependent.

Thrice-Told Tales

The story is told as an illustration of irrelevancy. Funeral services were being held in a little church in a flourishing city. The clergyman had finished his remarks on the character and services of the departed brother. He invited any of his hearers to pay verbal tribute to the merits of the deceased. Has anybody anything to say? Silence. Then, in a back pew, a man stood up and said: "I am a stranger and did not know the corpse. But as you ask us to say something, I will call attention of the people here to the very cheap lots in Hoot Hollow which I am offering on easy terms—\$25 down and \$10 a month."

In the pioneer days in the Middle West there existed, in a small community, a very lazy man. It was said of him that he was actually too lazy to breathe. There were no insurance men in those days, and it can not be said that he was an insurance agent waiting for business to come to him. His name was Hy Jones. Hy was an "eyesore." The farmers were out of patience with him, for he would not work for them in the busy season, but would diligently seek work when he knew there was none. Then he would call upon the poor-fund for relief. Possibly the poor fellow had a hook worm. "Hy Jones is too lazy to live," it was voted; "let us hang the poor devil to a hickory limb." So the neighbors went to his cabin, and

asked him, "Have you anything to eat?" "No." "Will you go to work?" "No." Then they lifted him into a wagon and drove away, saying they would hang him. Hy seemed unconcerned. As they neared a hickory grove, a farmer came out of his house and hailed them. "What's up?" "We are going to hang Hy Jones. He is too lazy to live; he has nothing to eat at his cabin and he refuses to work." The farmer was a sympathetic soul. He called out, "Oh, let the poor devil go. I will give him a sack of corn meal." Hy raised himself from his comfortable reclining position and asked the benevolent farmer, "Is it sifted?" "No." "Drive on," said the "laziest man living," as he wearily sank back into a reclining position.

Did it ever occur to you that there is such a thing as crowd-poisoning? By this we mean the effect on you if you long remain in close quarters within a building crowded with people. You inhale vitiated air and your whole body is enveiled by it. This bad air, with the exhalations from lungs and the exudations from millions of pores, is a real poison. Even the street cars are filled with this bad air, which deposits tiny particles of bacteria - stuff on floors, seats and sills. Therefore never rub your eyes, nose or lips with your infected fingers while in the cars or other public places, nor yet while on the dust-filled streets.

Although gold is being hoarded the world over, the present war will release immense quantities, and at the close of the war immense sums of gold money will appear and prices will still further expand.

The men who were behind the crooked Delaware mutuals are to be prosecuted by the postoffice department. The National Board will aid.

Gold mining and prospecting in California has been greatly stimulated by the European war. People are hoarding gold and the banks are therefore paying out paper money instead.

Circulating Unfriendly Life Literature

A Kentucky paper of recent date said: "Under the European military system most civilians are liable for service as members of the reserves will endanger the lives of many insured civilians in the event of a general call to colors."

This war paragraph is used as a text for a circular giving the particulars of insurance in force in Europe and the European "investments on which no actual value can be placed at present." The figures given are those of the New York Life Ins. Co., but the name of the company is not given. We are of opinion that while the European securities of this and other American life companies will be further depressed in market values, the actual values are there, and there will be no repudiation by the governments or the railway companies. As to being "called to the colors," we assume that this contingency has been calculated in the premiums or will be an additional charge, so that the greater mortality of the war will not affect the insurers. In Europe, war is always a probability, and the American as well as the European life companies have written business and fully protected themselves against this probability, we do not doubt.

B. di C. writes to the Post magazine:—The outstanding fact that the field for ordinary life assurance is rapidly being conquered and occupied by industrial offices engaged my attention in America as it does in England. It forms, of course, one of the most remarkable aspects of present-day life assurance expansion. But let no general manager at home imagine that there now exists an opening for a sound English industrial office to establish itself in either Canada or the states. There was a splendid opening of the kind in the early seventies of last century; but that opening has been closed, with a series of bangs, by the advent of the Prudential of America and the growth of the Metropolitan Life of New York; the door being finally bolted and barred with the recent and deplorable failure of the Union Life of Canada, a Toronto company which commenced business in 1902 and raised

nearly all its share capital in Britain. About £150,000 in cash was lifted from the luckless shareholders of the Union Life of Canada and the total liability of their subscriptions runs into more than double that sum. The president and manager of the company, Mr. H. Pollman Evans, is credited with having subscribed for shares to the amount of £500, with £50 paid up. This extinct office, by the way, must not be confused with the Union Mutual Life of Portland, Maine, a successful American company founded about seventy years ago and transacting Canadian business.

The Western States Life's total first year expenses to premiums in the past four years have been in percentages: 81.0, 83.0, 86.6, and 99.5, all increasing. The total first year expenses to first year margins in the past four years have been: 85.2, 93.6, 111.2, and 110.4

Where a life insurance company had a right to declare and enforce a forfeiture of the policy, and did declare it, there could be no recovery thereon, even though the company obtained possession of the policy through fraudulent misrepresentation. —Pioneer Life Ins Co. v. Cox, 166 S. W. 951.

Notwithstanding a custom of a life insurance company to charge its part of the first premium to the soliciting agent and to allow him to make his own arrangement for its collection, if the insured did not pay the premium at all, and it was paid to the company by the agent, the company could forfeit the policy under the clause giving such right of forfeiture, where the premiums or premium notes were not paid when due. —Pioneer Life Ins. Co. v. Cox, 166 S. W. 951.

A French Huguenot, Dennis Papin, in the 17th century, invented the first steam-engine with a piston, and launched on the Fulda, in Germany, a steamboat, which sailors destroyed, lest it deprive them of their employment.

Man is the servant and interpreter of nature.—Francis Bacon.

National Board Should Begin Gathering Fire Records

And Thereby Reduce the Fire Losses \$25,000,000 a Year

As it is now certain that far too much of the great total of fire losses in this country is due to incendiarism and to the dishonesty, trickery, overinsurance and excessive claims of too large a part of the insured, it is time that the National Board of Fire Underwriters should begin to gather from the companies and from loss adjusters the particulars of all fires and adjustments.

If the National Board does not at once undertake this important work the various states through their insurance departments will do it.

It will be far more satisfactory for the companies to report fires and settlements and the conduct of the claimant and the opinions of the adjusters to the National Board than to a state fire marshal or to a state insurance department.

There are private fire records but they are incomplete, unreliable, incorrect, made up largely from newspaper reports, and edited without judgment and apparently by men without education.

All existing private fire records are illegal, being blacklists with ratings, and serious, perhaps libelous intimations. Their legality (and agreement with public policy) has never been tested in any court.

A fair, sensible, unbiased record of fires and claims and claimants, not drawn from press clippings, compiled and published without fear, and retained in despite of "influence," by the National Board of Fire Underwriters and consulted by all underwriters, would greatly discourage arson and dishonest claims and would cut the American annual fire insurance losses at least a million dollars a month—perhaps two or more millions.

Conservative underwriters estimate the American incendiary losses at \$50,000,000 a year.

A delegation urged President Lincoln to appoint a certain easy-going floating-with-the-tide sort of politician. Attention was called to this man's political success when Mr. Lincoln said: "I once steered a raft down the Mississippi and it went along with the current very well; but I met no rafts going up stream—they were all steamboats." The President wanted a steamboat sort of a man, and the appointment was not made.

Fire insurance should be an independent, self-contained business, obedient to the laws of its being. Whatever uses and purposes it was instituted to serve it should faithfully and honestly serve; but the public, nor commerce, nor trade, nor credit has any right to ask of it what it cannot safely give. When it comes to guaranteeing poor mortgages, bad debts, hoped for profits and such-like speculative odds and ends—almost every day, in effect, asked and given—the business becomes menial—less than a servant.

A model fire insurance agent should—but, come to think it over, there are such a large variety of excellent agents of different types, methods, characteristics, etc., that we won't try to set up any specifications for a model agent, for he might prove to be only an unpractical, wooden sort, after all. We are thankful for the great variety of model agents there are in the business.

"Wanted, a sound, young, kind, good roadster horse to do the work of an insurance agent," says the advertisement of an agent who evidently intends to introduce horse power into his office.

What's liable to first go broke about an automobile?" asked a recent purchaser. The supposed expert replied, "The owner."

It makes little difference whether an agent is right-handed or left-handed if he is not behindhanded.

When a manager comes to feel that the insurance world is revolving around him as a center, he ought to stop drinking. — Glens Falls Now and Then.

UNITED STATES MARINE AND INLAND BUSINESS

Premis. 1912		Premis. 1913	Losses 1913
\$	Assurance Company of America	\$ 44,350	\$ 4,340
129,536	Continental	124,226	60,953
135,301	Fidelity-Phenix	123,185	75,692
68,413	Glens Falls	90,379	42,138
612,700	Home	856,537	298,409
102	Liv. & Lon. & Globe	31,298	563
. . . .	Niagara	30,149	13,058
532,691	Queen	587,428	277,283
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\$ 1,478,745		\$1,887,554	\$772,444
\$ 1,392,232	Aetna	\$1,424,576	\$963,915
360,352	Alliance	329,983	214,216
36,365	American, N. J.	94,635	26,843
11,093	American Central	64,124	42,335
. . . .	Automobile	104,887	. . . .
1,615,500	Boston	1,566,688	936,779
9,080	Citizens, Mo.	2,585	3,986
16,480	Detroit	15,820	4,882
2,014,551	Fireman's Fund	2,221,773	1,324,424
749,572	Hartford	725,200	360,014
3,036,530	Insurance Co. of North America	3,163,603	1,763,835
41,397	Ins. Co. State of Penn.	299,445	60,038
124,339	Massachusetts	182,145	56,688
557	Mechanics & Traders	587	. . . .
7,067	Michigan Commercial	20,640	8,777
17,015	New Jersey	54,346	26,552
144,160	Old Colony	148,517	85,541
73,018	Orient	98,858	45,536
953,858	Prov.-Washington	1,185,278	664,229
1,478,384	St. Paul	1,587,809	917,252
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\$12,129,502		\$13,289,100	\$7,530,771
\$ 222,608	Commercial Union	162,587	143,129
460,819	Liverpool & London & Globe	670,142	323,287
113,848	London & Lancashire	152,914	67,799
555,112	Royal	668,032	310,379
237,524	Western Assurance	284,913	219,501
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\$ 1,589,912		\$1,938,588	\$1,064,095
MARINE			
\$ 146,562	American & Foreign	\$ 151,841	55,581
3,238,414	Atlantic Mutual	2,812,326	1,236,545
401,006	Columbia	396,770	217,125
1,467,970	Federal	1,365,246	548,551
222,906	Alliance	154,973	213,081
313,079	Allianz	320,882	188,773
1,096,203	British & Foreign	400,896	526,874
182,262	Canton	127,671	121,332
585,964	Commercial Union	571,791	301,480
40,771	La Fonciere	39,690	31,919
118,503	General	92,894	64,168
347,978	Indemnity Mut.	320,395	199,578
628,210	London	524,845	297,938
1,417,493	Manheim	1,436,943	937,690
927,617	Marine	784,654	449,941
109,929	Maritime	27,759	110,716

United States Marine and Inland Business			
Premis. 1912		Premis. 1913	Losses 1913
	MARINE		
\$	Nord Deutsche	\$ 264,004	\$180,897
23,118	North China	35,486	32,633
272,107	Ocean	209,426	199,326
36,270	Phoenix Assurance	151,896	38,991
248,885	Reliance	174,563	189,111
628,795	Rossia	920,391	614,463
219,399	Royal	201,491	114,423
385,972	Royal Exchange	365,449	248,287
914,869	Sea	412,818	395,328
1,283,218	Standard	841,790	748,651
1,680,908	Sub. U. S. Lloyds	1,316,672	1,122,697
447,057	Switzerland General	408,705	257,471
729,965	Thames & Mersey	606,418	497,441
91,757	Tokio	134,712	84,272
893,677	Union	780,786	568,397
263,734	Yang-Tsze	192,171	200,680
\$17,501,439		\$15,103,360	\$9,637,928

In Arizona.—Special Agent L. H. Earle, in the Hartford Agent, says: At Globe they say a tenderfoot must lather his beard with a cactus leaf before he can consider himself acclimated, and our Senior Special in the Arizona field says one must also go three days without food, and the fourth day without water, before he can know hot weather or sympathize with what the desert pioneers have done; but in this he is going back to history before the insurance era. Though two trips, in which only half a dozen of the larger cities and a little of the back country were covered, do not make one an Arizonan, nor yet an authority on things Arizonan, they could hardly help but awaken a lively interest in the land and people. The Special Agent to-day has no such discomforts as are above suggested, and the fact that you and I, who do not live there, may almost unconsciously divide the word "Arizona" into "Arid-zone," or, as the Indians called it, "Land of Few Springs," and have at that a fairly true conception of large Arizona areas, does not account for the vastly interesting things which have been done there in city building, mining, engineering, and agriculture—and climate.

Best's Insurance Reports for 1914 give this information: Occidental Fire—Under-

writing loss for the year \$46,395. The company states that this result was due largely to the reinsurance of the Globe Fire of San Antonio. Union & Phenix Espanol—Underwriting loss, \$13,710. Twin City Fire—Underwriting loss, \$103,070. Stuyvesant—Underwriting loss, \$112,622. Anglo-American—Underwriting loss, \$23,605. California—Underwriting profit, \$14,474; Canadian National—Underwriting loss, \$13,174. Capital Fire—Underwriting loss, \$25,913. Central Union Fire—Underwriting loss, \$73,423. Massachusetis—Underwriting loss, \$64,247.

This is what the venerable, staid, dignified Post Magazine and Insurance Monitor, of London, says of the Sun Fire:

Junior only by some sixteen years to its next-door-neighbor, the Bank of England, and queen of fire insurance companies in point of age, the more than two centuries old Sun Insurance Office, blending the charm of perennial prosperity with the unmistakable robustness of full-orbed maturity, sheds a genial influence over the insurance world. Shortness of title and length of days have combined to make its name familiar as a household word in the august city which gave it birth, and scarcely less so upon many of the confines of civilization; and he would be bold who should say even yet that it had reached the zenith of its career.

Best's Casualty and Miscellaneous Insurance Reports

This is an extension of the Best Reports, and is along the same lines as the fire reports. There is a complete analysis of the assets, a general review of the company, and an underwriting exhibit by classes and recapitulation. Company officers and directors are named. Altogether, about 300 pages are required for the companies of this miscellaneous class operating in the United States and Canada.

The classes of business written are:

Accident and health.

Auto property damage.

Burglary and theft.

Credit.

Fidelity and surety.

Fly wheel.

Liability.

Plate glass.

Sprinkler.

Steam boiler.

Teams property damage.

Workmen's collective.

Workmen's compensation.

In the preface the publisher says these new reports show clearly whether any particular company is obtaining its liability or any other kind of business at a cost higher than it should be.

The statistics, the facts and the index make this new annual of exceeding great value.

In Western Union territory the Home of New York led in 1913, with \$6,020,434 premiums. The Hartford was a close second, with \$6,014,762. Among Bureau companies the American of N. J. leads with \$2,604,275, a large gain. The Phoenix of Hartford and the Fireman's Fund, Western Union companies, made very large gains. Notable gains were made by the Aetna, American Central, Connecticut, Fidelity - Phenix, German American, Hanover, St. Paul, Westchester.

San Francisco. — That closely populated portions of the Richmond district are without protection by fire hydrants, is the declaration to the supervisors by Fire Chief Murphy. The chief said that on Lake st.

between 16th and 19th aves., California between 14th and 18th, and Clement between 15th and 20th, there is not a single hydrant. His communication was referred to the fire committee.

Automobile

The Fireman's Fund Insurance Company is issuing, on this Coast only at present, a combination automobile policy giving complete protection against loss by fire, theft, transportation, collision, property damage and public liability. The policy form is free from technical and confusing terms. The Fireman's Fund leads all other companies on the Pacific Coast in automobile insurance.

The American Automobile Co.—According to Best's Reports "the rates charged by this company are lower than those charged by older established companies," and "it is questionable whether the rates are adequate, as the company has not been in business long enough to have gained an experience."

Casualty

Of the American Casualty of Tacoma Best says the underwriting operations for four years have been unprofitable. Though about seven years old, the only dividend to stockholders was in 1911, the rate being 2½ percent.

According to Best's Reports the American Life & Accident Insurance Co. of Portland has made an underwriting loss during the past four years. No dividends have as yet been paid stockholders.

Pope Pius X had \$10,000 life insurance. His sisters were the beneficiaries.

If your Coast Review fails to reach you, fire a complaint. Sometimes the label rubs off the wrapper.

The Rocky Mountain Fire Underwriters Association supervisory committee meets next month and will appoint a successor to the late manager, George Simonton, deceased.

GARNISHMENT

*From a Paper by H. A. Thornton, Read at the 38th Annual Meeting of the
Fire Underwriters' Association of the Pacific*

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(Concluded)

The answer of the garnishee makes a prima facie case for him and stands until overthrown by evidence upon the part of the plaintiff, upon whom is thrown the burden of proof.

Perea v. Colo. Nat. Bank (N. Mex.), 27 Pac. 322.

(Question of fact to be submitted to the jury, and if they find indebtedness, they must also find nature and amount—otherwise judgment will not stand, as the extent of liability can not be determined.)

Where the maker of a note is summoned as a garnishee in an action against the payee, and he knew or believed when he answered that the note was assigned before the garnishment, he must state that fact in his answer, and if he fails to do so and suffers a judgment in the garnishee proceedings, he will still be liable to the holder of the note.

Phipps v. Rieley (Ore.), 16 Pac. 185.

(Should not set up that the said assignment was fraudulent, as he has no interest in such matters.)

Garnishee is merely a stakeholder and should set out all the facts in his answer. If doubtful or uncertain will be construed against him, and where it is equivocal or evasive it will be taken pro confesso.

Dawson v. Maria (Ore.), 16 Pac. 413.

Where garnishee files answer admitting indebtedness, and later, before further proceedings, files an amended certificate showing an assignment of which he did not have notice, the creditor did not except to the amended answer, but tried to get judgment on the original answer. Held—statements in the answer deemed true, unless the plaintiff excepts (as provided in the Code) and asks for an examination.

Batchellor v. Richardson (Ore.), 21 Pac. 392;

Trowbridge v. Shinning (Wash.), 62 Pac. 125.

Under 5409 Ball.—affidavit of plaintiff that he had good reason to believe and did believe that the answer was incorrect, and alleging the facts for such belief, is sufficient to raise an issue.

McDaniels v. J. J. Connelly Shoe Co. (Wash.), 71 Pac. 37.

The garnishee in some respects occupies the position of a trustee and is bound to protect, by legal and proper means, the rights of all parties to the chattels or credits attached in his hands; and if he receive notice of the assignment in time to bring it to the attention of the court, it is his duty to do so, and if he fail so to do, neither a subsequent voluntary payment to the creditor or garnishor, nor a judgment against him as garnishee will be available as a defense to an action of the assignee.

Bellingham Bay Boom Co. v. Brisbois (Wash.), 44 Pac. 153.

Garnishee's answer is conclusive and can not be controverted in the original action, nor can judgment be rendered against him, but if not satisfactory, a separate suit may be instituted with the garnishee as

defendant, and judgment rendered for anything of debtor's in his possession and costs.

Hudson Coal Co. v. Hauf (Wyo.), 109 Pac. 21.

VIII. FAILURE TO FILE SUFFICIENT ANSWER.—The statutes of the State in which the garnishment proceeding is pending provide within what time the garnishee shall answer. Where he does not file an answer within that time he is in default, and that is taken, in some cases, as a confession that he is indebted, or holds property of the defendant in his hands. This does not mean, however, that final judgment will be entered against him on this default. The answer of the garnishee, where filed, is the primary evidence of his indebtedness or of the fact that he has property of the defendant in his hands. Where the garnishee is in default, plaintiff must get an order to examine the garnishee; an order to show cause why judgment should not be entered against him; or follow the steps provided in the statutes to secure a final judgment. If the garnishee still refuses or fails to disclose the nature of his relations with the defendant, the plaintiff may introduce evidence showing that the garnishee is indebted, or holds property of the debtor; or he may have his judgment made final upon such refusal or failure, if the statute so provides.

Where the garnishee has filed an answer which is unsatisfactory to the plaintiff, or has filed insufficient replies to interrogatories served upon him, the plaintiff may have an order for his examination on oath before the court, or judge, or referee; or, if the statute so provides, may file additional interrogatories for the garnishee to answer. This is also the case when the answer of the garnishee is evasive, or states mere conclusions or generalities.

If, after the garnishee has been duly served with notice, he still refuses to appear or answer, judgment may be made final against him.

IX. JUDGMENT.—Before a judgment can be entered against the garnishee, it must appear that a judgment has been entered against the defendant, or judgment debtor; and that the garnishee has in his possession, or under his control, property of the defendant, or that he is indebted to the defendant. It must appear that the court had jurisdiction and that all the proceedings in the matter were according to the statutory provisions. As we have seen, garnishment owes its existence solely to the statutes of the State, and those statutes must have been strictly followed. If it appears that the court has not acquired jurisdiction of the defendant, either by personal service within the jurisdiction of the court, or by publication of summons and seizure of property of the defendant within the State; or that the garnishee has not been properly brought before the court; or that the garnishee is not indebted to the defendant, or does not hold any of his property; judgment can not be entered against the garnishee.

Where the answer of the garnishee denies that he is indebted, or that he holds property of the debtor, judgment may be entered against the garnishee, not exceeding in amount, the value of the property, the amount

of the indebtedness, or the amount of the judgment against the defendant.

Where the answer of the garnishee denies that he is indebted, or that he has property of the defendant in his possession or under his control, judgment can not be entered against him in the absence of proof to the contrary. If the plaintiff still believes that the garnishee is liable to the defendant, he may traverse the answer; or, where the statutes so provide, bring a separate action against the garnishee. This is on the theory that a judgment against the debtor operates as an assignment of all his rights to the plaintiff.

This action, or issue, must then be tried as any other issue of fact. To raise an issue the plaintiff must file a complaint against the garnishee, if this is permitted by statute, or by an order of the court, or he must file an affidavit to the effect that he believes the answer of the garnishee to be untrue, and that he believes that the garnishee is indebted to the defendant, or holds certain property belonging to the defendant.

The garnishee is then entitled to raise any objection which he might have raised in an action brought by the defendant or he may show that the court had no jurisdiction of the person of the defendant or of the subject matter of the action. The action is then entirely separate and distinct from the original action and is strictly a proceeding at law against the garnishee. The issue is the same as it would have been in an action between the principal debtor and the garnishee. The burden of proving the garnishee's indebtedness is on the plaintiff, and no presumptions will be indulged against the garnishee. The answer of the garnishee is *prima facie* evidence in his favor, and, unless it is refuted, will entitle him to a discharge.

Where a garnishee disputes his liability to a judgment debtor, the court has no power to order an execution against him, but will direct an issue to try the same, and where the garnishee's alleged indebtedness is to a third person, such party must be summoned, and if necessary an issue ordered to try his liability to the judgment debtor.

Mt. Royal M. Co. v. Kwong Mow Yuen, 11 B. C. 171.

The service of a writ of attachment upon a garnishee is not the commencement of an action against him, nor is the return of the sheriff of an admission of indebtedness by him to the attachment defendant conclusive of the fact; and if the garnishee is in no way brought into court or made a party to the action, the court has no jurisdiction to render judgment against him based merely upon the return of the sheriff.

Broadway Ins. Co. v. Wolters, 128 Cal. 162.

The Superior Court has jurisdiction to make an order on proceedings supplementary to execution against a judgment debtor, that a garnishee found indebted to the judgment debtor do pay to the plaintiff the amount of such indebtedness, and such order is, in effect, a judgment on which execution may issue, and which may be appealed from, and which can not be assailed collaterally.

Brenzan v. Drobez, 93 Cal. 647.

A person ordered under 717 C. C. P. to answer concerning property

of the defendant alleged to be in his possession, or for indebtedness alleged to be due from him to the defendant, may be punished for contempt for disobeying the order; but a judgment by default can not be taken against him, and such a judgment is without jurisdiction and void.

Hibernia S. & L. Soc. v. Superior Court, 56 Cal. 265;

State Bank v. Harcourt (Colo.), 38 Colo. 247.

The words "unless he be already in court" do not authorize rendition of judgment against a garnishee who files an answer denying all liability to the defendant, as the statute requires in express terms that when the answer is controverted scire facias shall be served upon the garnishee and he is under no obligation to appear after his answer has been filed, until he is served with further notice; as, when his answer shows no liability, unless traversed by affidavit, he is entitled to his discharge.

State Bank v. Harcourt, 58 Colo. 243.

It is only in case the answer of the garnishee shows that he is indebted to the defendant or has personal property in his possession or under his control or in case he denies and the answer is successfully controverted, that a judgment against him is lawful. There must be a clear admission in the answer, unless the denial is overcome by another statement in the answer, or unless the answer is shown to be untrue.

Bragdon v. Bradt (Colo.), 64 Pac. 248;

Fleming v. Baxter (Colo.), 38 Pac. 57.

Judgment against the defendant is prerequisite to proceedings against the garnishee.

Henkel v. Bimetallic Bank (Colo.), 58 Pac. 336;

Tabor v. Bank of Leadville (Colo.).

Where garnishee denies indebtedness, the creditor can not have judgment without proof of that debt.

Denver T. & Ft. W. Ry. v. Smeeton (Colo.), 41 Pac. 836.

Can not have default against the garnishee before the trial between the plaintiff and defendant.

Bank of Hawaii v. Parke, 15 Haw. 645.

When a debt claimed to be due is attached and the debtor has been examined and the indebtedness denied, the court has no jurisdiction to enter judgment on such examination. The garnishee has the right to a trial of the case on the issues raised.

Sindenthal v. Burke (Idaho), 22 Pac. 419.

The default provided for in Rev. Codes 3410, is a default for want of an answer and does not mean a default judgment. The mere failure of the garnishee to answer does not prove that he is indebted to the defendant and the case must be heard before the court or judgment and proof made, showing the indebtedness of garnishee to defendant.

Shumake v. Shumake, 17 Idaho 649.

Proceeding can only be instituted where garnishee refuses to give the certificate required by the statute, or where the certificate is unsatisfactory, and then only by serving written allegations.

Adamson v. Frazier (Ore.), 66 Pac. 810.

Where the garnishee, after service and before trial disposes of the property in his hands—and the value of the property exceeded the amount of the debt—the court has power to enter judgment to the amount of the plaintiff's demand.

Eidenmiller v. Elder (Wash.), 73 Pac. 687;

Trowbridge v. Spinning (Wash.), 62 Pac. 125.

When a garnishee denies the indebtedness, the court has no authority to decide the issue, under 385, providing that the judgment may order property of the judgment debtor to be applied to the satisfaction of the judgment, since by 386 the court is expressly directed in such case to order the judgment debtor to bring an action against the garnishee to determine the facts.

Everton v. Powell (Wash.), 28 Pac. 536.

Before judgment can be rendered against the garnishee, it must clearly appear that he has property belonging to the judgment debtor, or that he is indebted to him.

Timm v. Stegman (Wash.), 32 Pac. 1004.

INSURANCE

Several questions have arisen in respect to garnishment of insurance companies, and although there seem to be no decisions on these points in any of the Pacific Coast States, it might be well to take the matter up briefly at this time.

It is a well settled rule that in order to reach a debt owing, or a credit due, to the defendant, that debt or credit must be due or owing absolutely, or to become due by the mere lapse of time. Where the liability of the garnishee is apt to be defeated by the happening of some event, or by the non-performance of a condition precedent, garnishment will not lie.

I. It would seem then that the garnishment process would not bind the insurance company where service was made before proofs of loss had been filed. The liability of the company is conditioned upon making proof of the loss, and the company can not be charged by the service of process after the loss and before the required proof of the same has been made. Although the condition upon which the liability arises has happened—i. e., there has been a loss by fire—there is still another condition by which the liability may be defeated; viz., the failure to file proofs.

Davis v. Davis, 49 Me. 282;

Martz v. Det. F. & M., 28 Mich. 201.

"It has been repeatedly held by this court that a debt, in order to be subject to garnishment, must be owing absolutely at the time of the service of process, although it may be payable subsequently (citing). Where the question whether there will be any indebtedness or not depends entirely upon future contingencies, the garnishee can not be held (citing). In this case it is clear that there was no absolute liability on the part of the insurance companies at the time of the service of process. A liability might arise in the future after proofs of loss had been served, and the time had elapsed within which the option to replace the goods might be exercised, but these were contingencies which might never happen (citing)."

The provisions of the policy as to notice, loss, proof, etc., must be substantially complied with before the claim is payable; they are conditions precedent to the right of the assured to maintain an action, unless they are waived by the insurer. Until they are complied with or waived, the claim may never become payable, and until then it is not the subject of garnishment.

Gies v. Bechtner (Minn.), 12 Minn. 183.

Proofs of loss may be waived by the company, however, and in that case garnishment would lie, even in the absence of proofs. If the company and the assured had agreed upon the amount of the loss, and if all other conditions had been fulfilled, the courts would not permit the insured to defeat a recovery on the part of his creditor by refusing to file proofs.

II. It would seem also that, where the company has the option to rebuild, garnishment would not hold any moneys in the possession of the company. If the company has decided to rebuild or replace the destroyed property, it owes nothing to the insured. Where they have waived that right, however, or have lost it by the lapse of time, garnishment would lie.

Martz v. Det. F. & M., 28 Mich. 201;

Godfrey v. Macomber, 128 Mass 188.

In both of the above cases, however, the company would be liable in those States where it is provided that the process attaches to effects coming into the hands of the garnishee after the service of the process.

III. Where the insurance covers on property exempt from execution—as on a homestead—garnishment will not reach funds in the hands of the company, although the loss has been settled and all that remains to be done is to pay the money to the insured.

Honghten v. Lee, 50 Cal. 101;

Puget S. D. B. Co. v. Jeffs (Wash.), 59 Pac. 982.

IV. Where the policy is issued to a mortgagor of property, "loss, if any, payable to the mortgagee, as his interest may appear," garnishment will not reach money due under the policy, unless there is an amount left over after the mortgagee's claim has been satisfied. If the interest of the mortgagee is larger than the amount of the loss, or the amount to be paid under the policy, the garnishment has no effect, but if the amount due the insured is larger than the claim of the mortgagee, the service of process will bind all sums in excess of the mortgagee's claim.

Mansfield v. Stevens (Minn.), 16 N. W. 455;

Edwards v. Ogie (Wis.), 60 N. W. 782.

"By the stipulation in the policy providing for payment to the mortgagee, the amount was already appropriated for the payment or security of the mortgagee; and his interest being shown to be still subsisting, and to exceed the amount of the claim, it became evident that there was nothing due from the garnishee to defendant subject to garnishment by plaintiff.

"Where the evidence shows that the debt is payable to a third party, and that the defendant is not entitled to it, the disclosure itself is sufficient to protect the mortgagee, and he is entitled to be discharged, unless further proceedings by plaintiff are allowed to be taken under the statute to bring in such party, in order to test the validity of his claim."

Mansfield v. Stevens (American) (Minn.), 16 N. W. 455.

(Loss had been adjusted—\$2500—mortgage \$4000.)

(And this is true, although mortgage may not have been recorded. While this mortgage would not be good as to subsequent mortgagees without notice, it is good between the parties, and the mortgagee has an insurable interest.)

V. The mere fact that the exact amount of the loss has not been determined will not invalidate the garnishment proceedings where all conditions have been complied with. It has been held that there is no liability upon the part of the company until after adjustment, and the amount has been ascertained.

Bucklin v. Powell, 60 N. H. 119;

Katz v. Sorsby, 34 La. Ann. 588.

But the better rule seems to be that, where the liability is not disputed, but merely the amount, garnishment will lie.

Knox v. Prot. Co. (Conn.), 25 Am. Dec. 33;

Girard Co. v. Field, 45 Pa. St. 129.

VI. Garnishments take precedence in the order of their service. Priority in time is priority in right. This is true even where they are served in different States, as process of the courts of those States. While the garnishee can not plead a prior garnishment in the same or in another State, or a suit by his creditor, as a defense to the garnishment proceedings, he may set those matters up in his answer and the court will either stay the proceedings, or, if it allows the same to go to judgment, it will grant a stay of execution. The garnishee will not be forced to pay the amount twice, except where the double liability is imposed as a consequence of his own fraudulent, evasive, or careless conduct.

VII. The company is liable for any payments made by it after a valid service of process. The mere fact that a draft has been drawn upon it before the service of the process will not relieve it from liability, as the draft does not operate as an assignment of the funds in the hands of the company until it has been accepted or paid. It would seem that even drawing a check for the amount of the loss would not defeat the garnishment, unless the check had been certified or paid by the bank. If a check or draft has been given before, and service of process is then made on the company, the only safe way to do is to stop payment.

VIII. It is never safe for the company to satisfy the claim of a garnishee, by turning funds of the insured in its hands over to his creditor. This is true no matter whether or not there have been subsequent garnishments. The safest way is to make affidavit that other parties claim funds in the hands of the garnishee, and ask for an order from the court that these parties may be interpleaded.

IX. Under most of the statutes the garnishee may, upon being served with process, turn the money over to the sheriff, whose receipt will protect the garnishee. But if the garnishee, having notice of other claims, or having been served with process in other garnishments, pays the money to the sheriff or into court, without giving notice of the other claims and bringing them to the attention of the court; he will be treated as a volunteer and will not be protected by any order or judgment made or rendered.

**LOUIS WEINMANN****SECRETARY FIREMAN'S FUND INSURANCE COMPANY**

A genial gentleman who began workaday life as principal of the public schools of Benicia, Cal., where he was born. After serving the public as president of the county board of education, he engaged in the drug business, with a local insurance agency for the Fireman's Fund Ins. Co. In 1888 he was appointed a special agent for the company, and four years later was promoted to the office of assistant secretary. In January, 1890, Mr. Weinmann was elected secretary, which position he now holds. In 1898 he was president of the Fire Underwriters Association of the Pacific.

EVERYBODY NEEDS A VACATION

The living man is a colony of living cells. His body is principally an association of gases, the solid matter weighing only about two pounds, which is the average weight when immersed in sea-water. Every special activity employs a special group of cells. The ordinary daily and nightly rest is not sufficient to restore their waste. The annual vacation must be taken because it insures a complete change of activities. The groups of body and brain cells which are exhaustively employed in routine work are by a diverting vacation forced to rest and renew their energies.

The annual vacation is necessary to health and strength and efficiency.

NOT IN THE BUSINESS FOR HEALTH

FIRE INSURANCE is a legitimate business which can survive only as long as a fair profit can be made. This profit should include something additional for the risk of the total loss of capital by conflagration losses. If it does not include this "something additional" it is not a true but rather an apparent profit.

Considered as a whole, fire insurance in this country has never received any return for the risk of total loss of capital. Rates do not include this possible loss of capital. Certainly the rates imposed or proposed by state rating bureaus do not include it.

Insurance men—stockholders, directors, officials, managers and agents are not engaged in underwriting for their health. On the contrary, being one of risk it is a rather unhealthy business. Insurance men are in the business for salaries, commissions and dividends corresponding to the ability, energy and labor employed, and the capital invested. They have a natural right to this, and the denial of a legal right to it, by intermeddling politicians and echoing judges can but result in the withdrawal of capital from fire underwriting and the substitution of worthless indemnity.

Insurance men are not in the business for their health.

FAKE FIRE SALES SHOULD BE STOPPED

Many private and auction sales of inferior goods are falsely advertised as "fire sales" and underwriters salvage sales. Even where some of the goods have "smelled smoke," much of the goods offered for sale is gathered from shelf-worn and old junk stock. The buying public is thereby grossly deceived. The goods are not from reputable houses, as advertised, nor are they of recent design and make, as inferred or asserted. These sales cheat the public and bring odium on the underwriters and on the burned out firm, who are no way responsible. They should demand the protection of ordinances penalizing fake fire sales, such as every city has red-bannered over doors and windows.

The happy man must keep busy.

Too liberal adjustments cause overinsurance and incendiarism.

**JOHN W. GUNN**

Journalist, Local and Special Agent and Manager

A clever, self-made man who was educated in "Knockabout University," was the late John W. Gunn. He was by turns a farmer, a printer, a reporter, a publisher, a local and a special agent and then a manager, representing the Liverpool & London & Globe Ins. Co's. Pacific department. We recall him best as the deputy manager under Charles D. Haven and C. Mason Kinne, in the San Francisco office—always courteous and cheerful, always with a story apropos and a jolly manner. He became suddenly and strangely ill and vanished from our world while in the prime of life.

EXCESSIVE WASTE OF HUMAN LIFE

The officials of the World's Insurance Congress and the Panama Pacific International Exposition have performed a real public service by including in their program a plan for the public discussion of this vital problem—the conservation of health and life.

The American people—especially those of San Francisco—are quite familiar with the meaning of the word “fire-waste,” but they are not so conscious of the significance of the word “life-waste.”

The annual loss in the United States, due to fire-waste, has been estimated at 250 million dollars. This is a vast sum, but the annual economic loss from preventable deaths is placed at 1500 million, or six times greater than the fire loss. This is a very conservative estimate; the actual financial loss from preventable deaths is doubtless much higher than this.

It is true that the American people are gradually becoming aroused to the need of checking the needless destruction of life as well as of property, but they still place the value of property far above that of human life. For instance: our municipalities spend approximately \$1.65 per capita to prevent fire loss, and but 33c per capita in public health service.

During the past ten years, over six million people have died in the United States from preventable diseases. Over 27,000 of this number died in San Francisco. On the conservative Fisher basis of estimate, these deaths have caused San Francisco a loss of nearly sixty-five million dollars during the past ten years.

Why should the life insurance companies be interested in this subject? The answer is, first, that these companies have over 25 million policyholders carrying over 20 billion dollars of insurance, which is more than six times the circulating medium of the country. This is more life insurance than is carried by all the rest of the people in the world combined. The American showing such extraordinary confidence in the institution and in the management of life insurance, it follows that the managements of these companies have a certain amount of influence over these people, and that this power should be used in every legitimate way to promote the welfare of these people and of the public generally.

While there is an altruistic side to this work, it is purely a business matter with the life insurance companies. At least 30 percent, of the deaths among policyholders are from preventable or postponable diseases, and yet the savings from the funds provided for mortality (on the net amount at risk) in 100 of the more important companies during the year 1913 was over 44 million dollars.

The World's Insurance Congress will give these companies a chance to contribute to the public understanding of this subject, and to demonstrate to the public that they are keenly alive to their duties and responsibilities in enlarging their service to humanity whenever opportunity offers.—E. E. Rittenhouse, Pres. Life Extension Institute.

CONDITION AND AFFAIRS OF INSURERS

The Geo. H. Tyson Agency

This leading Coast general agency represents about \$40,000,000 assets and writes policies in the German-American of New York, Phoenix of Hartford, Equitable F. & M., German Alliance, and Protector Underwriters, with a Coast premium income of more than \$1,400,000. In the past five years over \$7,000,000 in premiums has been collected by this successful general agency, with an average of 37 percent losses. Of the total premium some \$800,000 or more than 11 percent was derived from San Francisco business.

The German - American has \$2,000,000 capital and \$9,245,855 net surplus, making the policyholders' surplus (or actual capital) \$11,245,855. The assets are in the neighborhood of \$22,000,000 and the premium income exceeds \$9,000,000.

The German Alliance, which in itself is a strong company, writes as the German Alliance Ins. Ass'n with the German-American. The combined assets are \$23,571,000 and the surplus to policyholders is over half this great sum.

The Phoenix of Hartford, one of our oldest companies, has \$14,568,056 assets, of which \$3,000,000 is capital, \$5,160,915 is net surplus, and \$8,160,915 is surplus to policyholders. The premium income is nearly \$14,000,000. This company also writes as the Protector Underwriters.

The Equitable F. & M., also an old company, has \$400,000 capital and \$264,630 net surplus. It writes with the Phoenix as the Equitable Insurance Alliance, with \$15,528,580 assets, and correspondingly large surplus funds.

General Agent Tyson has for many years ranked among the three or four leading Coast agencies.

The Glens Falls is not only writing ordinary fire insurance, but also tornado, automobiles (against fire, theft, transportation, etc.), rent, use and occupancy, and can write inland marine, but is not making a specialty of this last.

Westchester Fire

The New York state insurance department has completed an examination of this old company, which now has \$500,000 paid up capital. The net admitted assets were found to be \$5,419,793. The surplus to policyholders is \$1,712,710. The Westchester is very prosperous, and its lucky stockholders have been receiving handsome dividends justified by the favorable experience of the company in recent years.

B. J. Smith is the manager for this Coast.

Canton Insurance Office

At the thirty-third ordinary meeting of the stockholders of this successful marine company at Hong Kong, the following annual statement figures were presented (gold basis):

Assets	\$2,497,945
Capital paid up	250,000
Reserve fund	800,000
Reinsurance fund	181,177
Bonds on deposit in the U. S.	225,000
Net premiums received	1,275,561
Losses	477,329

The net premium income gained \$185,349. Losses paid fell off \$219,962. This is a good combination. Assets gained \$230,129, and the surplus made a corresponding gain.

The Canton has \$200,000 in bonds on deposit with the authorities in this country. The company is in no way affected by the European war, excepting in that general way which a temporarily reduced amount of shipping affects all marine offices.

Parrott & Co., San Francisco, are the general agents. J. J. Theobald is the manager. A general marine business is transacted.

The Standard Fire "stood in" with its fellows in Kentucky and refused to write business under the restrictive laws recently in force in that state. As we criticised the company for the contrary stand in Missouri, it pleases us to mention the company's favorable action in Kentucky.

ONE THING AND ANOTHER

Why is a dreadnought ?

* * *

The federal government has resolved that insurance editors shall not escape the income tax.

* * *

The sub-treasury at San Francisco is paying out silver dollars coined in 1879.

* * *

Whatever the reality may be, the picture of the Glens Falls new building is "a dream."

* * *

An Indianian while scuffling swallowed a silver dollar. At last account the doctor was not uneasy, as the coin was genuine.

* * *

Think for a moment of 30 hours incessant cannonading on one battlefield ! That is war in Europe.

* * *

I learn from the Pacific Mutual News that there is to be an exposition in San Diego next year. The papers generally appear to have overlooked this fair affair. Is it the fault of the possible press bureau or is there a conspiracy of silence ?

* * *

William Sexton of the Commonwealth Club keeps up with the times and polishes his keen intellect by serving on a committee on prison reform. He has, as always, reached some sane and original conclusions, which we hope he will allow to go to print. If worked out into practical effects, Mr. Sexton's ideas of prison reform, we are confident, will be of service to the state and to prisoners. He regards the state's prisoners as defectives who must be treated as such.

* * *

I had been fearing the office of California insurance commissioner would go to a lawyer, who would take the department out to his residence in the Whichone district; but the new man being an insurance agent, who knows the value of time, has rented offices in the insurance district, in the Royal

Insurance building, opposite the United States sub-treasury building. I shall now be able to visit the department office oftener than once a year.

* * *

The dear old country weekly, containing always items of "news" which everybody in town had heard. You city folks who lived in the country remember it. Its items were sent in gratis for the postage by correspondents who loved to see their scribblings in print and to be known and valued as the man who could put your name in the paper. The departments of the village paper were divided somewhat like these: Southern Catalpa County, and Northern also, and the Hill District and Our Northwest; Lobsterville, population 300; Blue Mound, population 72; Grass Valley, population 129; Castor-Bean Town, population 225. And the items of intense interest read something like these: Billy Jones passed through Pine Gulch on his way from Siphon Springs to Mudville last week. Mandy Brown Sundayed with Sallie Cotton. Artemus Taylor has given up the agency for the Milpitas Fire Ins. Co. and taken the agency for the Blubber Marine Ins. Association. And after you read the items from your town you chucked the weekly into the waste paper basket.

* * *

The funny man says two auto racers (actors) at Santa Barbara gave up the race when their accident insurers threatened cancellation. But the race came off as easy as an old shoe. Both men entered a contest to see who could drive slowest. Both engines were killed.

* * *

Hotel-keepers and postmasters are authorized to accept one or one thousand subscriptions to this journal.

* * *

The Life Underwriters Association of San Francisco made the largest gain in membership during the first six months of 1914 and is proud of the cup it won.

At Chicago Louis Levine was discharged by a municipal judge. L. was accused of setting fire to his cloak factory, and being a member of the infamous arson trust. His counsel held that the state had failed to establish sufficient proof of guilt, and contended that even if L. had set the fire May 11, he could not be held guilty as the stock was his own and there had been no attempt to defraud the insurers.

* * *

Emerson said: It is better to go to the front and to fight for a principle than to stay at home and dig potatoes.

* * *

But in this European war—what is the principle? Is it not principally a fight for territory and for the supremacy which caused the fall of Rome? As Editor Greeley “repeatedly” said, “history repeats itself.” Somebody is going to fall, perhaps this fall.

* * *

Without courage and honor, life is not worth living.

* * *

Now there’s a man who has the secret of always being young. Just in the prime of life, he has the cheerful countenance and the bounding energy of a fellow of jest 25 summers about. Here I mean Otho Hall.

* * *

Walter Speyer is back from his vegetating vacation with the smile that does not wear off. It is said that he actually caught a trout. The water must have been low.

* * *

Did you ever know a “hale (hail) fellow well met” who is a thinker? The thinking man should be “hale and hearty,” with a “slap on the back” and a smiling countenance, for he knows life is more a farce than a tragedy—but he is usually solemn and wise-seeming like an owl.

* * *

Benjamin Franklin invented the street lamp. Before that all street lighting came from whale oil torches, and in England they used link boys—that is, boys with torches that went ahead of such night pedestrians as were rich enough to afford them.

Sometimes we say of a man, “O but he is ‘ugly’,” whereas he is merely sick and doesn’t know it.

* * *

Smith, Thomas & Thomas issue a cartoon of two men with two ways of going after business. The leader is an upstanding rustler, and the other man, it is evident, has dyspepsia and takes charcoal tablets.

* * *

The 10 percent decline of New York City fire premiums is 1 sign of the hard times. Meantime the Pacific Coast is trying hard to save the business from utter demoralization.

* * *

It is a poor insurance journal indeed that doesn’t contain something that you want to know, remember and use in your business.

* * *

The world is full of fools but fuller of folks who never think.

* * *

That long - ago Frenchman who first thought of a “single tax” on land gave a pleasant idea to landless men who favor confiscation. All wobbly minds are attracted by the “single tax” idea. It promises “more work” and “lower rents” and “discouragement of land speculation”—and a rainbow with pots of gold. The single-tax on land would indeed simplify the work of tax laying and tax gathering. There would be no tax on the rich man’s bonds and stocks and paintings and fine furniture and automobiles and horses. Only land-owners would pay taxes. Great corporations and bankers and merchants and manufacturers would pay taxes only on their lands.

* * *

Possibly, if the matter be submitted to popular vote, some fool state will experiment with this fancy of a visionary. A mere majority may always be depended on to do some freakish thing. The great life insurance companies are interested. They lend enormous sums of money on land mortgage securities. A single tax on land would depreciate the value of such securities.

* * *

Not until you can define health can you be sure you are not ill.

Uptodate Fire Apparatus Exhibition at World's Fair Grounds

The visiting firemen and several thousand other visitors saw some quick and efficient work of firemen and their apparatus at the P. P. I. E. grounds, August 28. The first work was in "The Zone," where there is a big fire engine house with a tower frontage of some seven stories high. The pompier corps gave an exhibition drill here. The ascent and descent via the pompier window hooking ladders was spectacular, as was also the swift arrival of five motor fire wagons belonging to the exposition fire departments. Moving pictures were taken. The firemen descended from the top floors of the tower by sliding down a rope. Each man carried another man. This was an illustration of rescue work. Men also leaped from an upper story into a rescue net held by men on the ground. Some day this sort of work will be done by an aeroplane device. The firing of a life-line from a gun, up into a fifth-story window, required three attempts. The wind may have prevented entire success, for the final catch was a stick into the wall instead of entrance into a window.

Demonstrations of high-pressure streams were successful. Overhead sprinklers and automatic fire alarms, in the Transportation building, worked perfectly, in trial by fire in a pile of lumber saturated with alcohol.

Marine Loss—Str Admiral Sampson sunk Aug. 26 by collision with the Princess Victoria. Air heavy with smoke and fog. Supposed total loss. The Admiral Sampson was built in 1898 and was of 2,262 gross tons. She was cut almost in two just abaft beam. The oil tank was set on fire. Pacific Alaska Navigation Co., owners, filed libel suit for \$670,000 against Princess Victoria.

London.—The North British & Mercantile has granted leave of absence with full pay to employees on war service.

London.—The Phoenix Assurance gives its employees who have gone to the war full pay during their absence, and will re-employ all who return.

New York State Report on Casualty, Surety, Etc. Insurance

Albany, N. Y., Aug. 24, 1914.—Part three of the annual report of the state insurance department was issued today by Superintendent of Insurance Hasbrouck.

This volume covers the financial statements of the general casualty, credit, fidelity and surety and real estate title and mortgage guarantee companies operating in New York, for the year ended December 31, 1913.

It carries abstracts of the audited statements of the above companies and also a series of statistical tables compiled therefrom. The valuations of the bonds and stocks owned are fixed in accordance with the department's appraisal of same and are thus placed upon a uniform basis.

The appended comparative tabulation gives the results of the business for 1912 and 1913:

Casualty, Credit, Fidelity and Surety Companies		
	1912	1913
Assets	\$162,406,391	\$169,773,657
Reserve for unpaid losses . . .	\$ 26,199,309	\$ 28,487,667
Unearned premium reserve . .	50,105,192	52,941,394
Other liabilities	12,132,371	11,939,810
Total liabil. except capital	\$ 88,736,872	\$ 93,368,871
Capital stock	\$ 38,342,525	\$ 43,100,275
Surplus	35,326,994	33,304,511
Premiums	\$110,951,393	\$122,430,764
Other income	11,174,181	13,966,770
Total income	\$122,125,574	\$136,397,534
Claims paid policyholders . .	\$ 43,197,657	\$ 53,984,837
Shareholders dividends . . .	5,864,307	5,877,806
Expenses	60,029,009	68,657,791
Total disbursements . . .	\$109,090,973	\$128,520,434

Marine Loss.—St. schr. Scotia wrecked near Port Hartford, Aug. 27.

Marine.—The British government insured the str. Monmouthshire, at 2 percent. The ship is crossing the Pacific and is due at Seattle Sept 8.

Spokane, Wash., is shipping flour via Panama canal.

Washington's apple crop is 7,600,000 bushels, or 2,000,000 more than California production.

Carstens Packery at Tacoma Burns

Tacoma, Wash., Sept. 1. — The Carstens packing plant, one of the largest of its kind, was destroyed by fire today. The night watchman discovered a blaze on the roof at 1:30 a. m. In five minutes the entire interior of the upper floor was aflame. When the firemen arrived the main plant was all ablaze.

The fire spread to the fertilizer plant, burned the lard refinery, the engine house and three smoke-houses. At 3:30 it was under control. The loss may be \$600,000, partly insured. President Carstens was formerly president of the Washington Fire, retired.

About one half the plant was saved. The two main buildings were destroyed. One contained meats and lards valued at nearly \$200,000. Much of the destroyed machinery was nearly new. Tons of it fell from the fifth floor. The three ammonia plants were saved. The cause of the fire is not known but is believed to have been either spontaneous combustion or a defective electric wire.

Nominal Insurance

Although the loss was probably half a million and the amount at risk much more, there was only \$12,500 insurance, and \$1,500 of that expired soon after the fire broke out. Carstens is quoted as saying:

"I discontinued the insurance not long ago because the underwriters raised the rates to a point I considered exorbitant."

This comes with ill grace from a man who recently was president of a fire company that retired because it couldn't make money at the prevailing rates.

A business that can't afford to insure is not worth continuing—unless it makes exorbitant profits.

The burned plant may be rebuilt in Seattle, if that city gives a big enough bonus. Big enough to pay for the money lost by lack of insurance?

Marine.—For the sinking of the tug Sea Lion by the schr. Oceania Vance in the strait Juan De Fuca, June 19, 1909, the owners were awarded, Aug. 31, \$31,000

damages by Judge Neterer of the federal court, to be paid by the Coast Shipping Co. of San Francisco. The schooner was making eight miles an hour in a dense fog, with nearly all her canvas spread. The Vance has been unlucky.

Marine Losses.—The tug Lorne and big barge America are total wrecks on San Juan island shore. They struck at high tide. The barge coal cargo of 2500 tons, fully insured, may be saved. Little insurance on barge. The Lorne was 40 years old, and 157 feet long. Considered the most powerful tug in Coast waters, having engines of 1300 horsepower.

Marine.—On the ground that the \$670,000 libel placed against the steamship Princess Victoria by the Alaska-Pacific Company and the Pacific Alaska Navigation Company, owners and charterers of the steamship Admiral Sampson, which was sunk in collision with the Princess Victoria, was too high, the Victoria's owners, the Canadian Pacific Railway Company, has filed in the federal court at Seattle suit for limitation of libel, and asked that appraisers be named to fix the value of the Princess Victoria. The court appointed S. B. Gibbs, of Seattle, agent and surveyor for the Board of Marine Underwriters of San Francisco; James Fowler, marine surveyor, and J. V. Paterson, as a board to appraise the valuation of the Canadian vessel.

The wild and woolly Massachusetts insurance commissioner asks the companies to furnish him the net amounts at risk by each in the conflagration districts of the chief Atlantic Coast and Middle West cities—and also the reinsurers of risks in such mayburndown cities. To comply will require extra clerks and several months. Meantime the war may end. Hardison may be a hardy son of Bay State but he has a soft place.

The forest fire in Snohomish county, Wash., is now beyond control and will burn until extinguished by a heavy rainfall.

C. H. Ward Dead

Charles H. Ward, general agent at San Francisco for two Board companies, died on September 15 from carbuncles. The deceased was at one time a special agent for the late L. L. Bromwell. Before the fire he represented the German of Freeport, Ill. He built up a business of \$265,000 annual premiums.

Six Months Fire Loss Ratio Averages 63 Percent

The premiums and losses of ten leading American companies for the first half of 1914, as reported to the Georgia state insurance department, show an average loss ratio of 63 percent. This is an underwriting loss.

The average loss ratio of ten foreign companies' American branches was the same.

Richmond Purposes Using Sacramento River Water

The citizens of Richmond, Cal., on San Francisco bay, will vote, Sept. 22, to issue \$2,500,000 bonds for a new water supply. At present the water supply of this growing town is drawn from wells.

The engineers' plan provides for a 36-inch pipe line from Tolands Landing to Martinez, and a booster pumping plant there, a pipe line to Richmond and two reservoirs.

The Sacramento river water is to be filtered by "mechanical gravity," followed by hypo-chlorite treatment.

Politics in The S. F. Fire Department

It has long been known that the San Francisco mayor and some of the supervisors have injected politics into the fire department.

This coterie have nominated Battalion Chief Michael Boden as head of the Exposition fire fighters. Capt. Tim Harrington is the choice of Fire Chief Murphy for the place, as Harrington has been detailed at the Exposition grounds from the beginning of construction work, and therefore knows every part of the fair's fire protection system. The salary for the position is now to be advanced and the plum must needs be picked by the politicians.

Indicted on a Charge of Arson

At Portland, Ore., the following men have been indicted on an arson charge:

M. Albert, Phillip Davis, P. Miller, David Pepp, L. Sax, Sam Sax, L. W. Weinburg, A. Zaik. Pepp is an attorney and is charged with counselling criminal acts by the other men. He also acted as an insurance adjuster.

Fifty fires are attributed to this "arson trust."

Some of the foregoing names are in our Pacific Fire Record.

All Three Pleaded Guilty

Walter Everton, the actual (hired) incendiary, and C. A. Cooper and Ellsworth Beeson, who employed him to fire the hotel at Ben Lomond, Santa Cruz county, Cal., pleaded guilty to the charge of arson. Beeson is a Fresno realty agent, Cooper is a banker at Sanger. Everton was disgruntled because he complained; the other two men, who owned the property, did not pay him as agreed. His assertions led to his arrest. In jail he confessed and implicated the owners, who when arrested, denied guilt.

The Penn Mutual lent \$100,000 on ne cor Third ave and Pike sts, Seattle, for 10 years at 5 percent. This loan refunds a former one at 6 percent.

At Cincinnati the Union Central Life threw open its handsome building for inspection by the life insurance delegates and their friends. The entire clerical staff was present in their departments. This was in the evening. There were refreshments and music. The building is about forty stories high.

Vancouver. — The story that German Consul Von Etlinger's office here was raided by a bloodthirsty mob, who tore down the official eagle, and bombarded the windows with brickbats, is denied.

Wasco, west of Bakersfield, Cal., lost a business block, September 8.

Burns, Ore., Sept. 14.—F. J. Alex Mayer, A. J. Hall and Walter Bliss are here adjusting the recent fire losses.

Portland Concern Sues Its Stockholders

The American Life & Accident Ins. Co. is suing 100 of its stockholders, enjoining them from suing it on account of stock issued by the American Brokerage Co.

Both these Portland companies are being investigated by the district attorney.

New Insurance Tax

The new internal revenue stamp law requires—

Life policies, 8 cts on each \$100;

Marine and inland marine policies, one-half of 1 percent;

Fire policies, one-half of 1 percent;

Miscellaneous policies, one-half of 1 percent.

War Insurance at Washington

Washington, Sept. 11. — Applications for more than \$5,000,000 war risk insurance had reached the federal bureau today. Most of the applications cover ships and cargoes in the Transatlantic and South American trade. Rates and regulations will be announced within a few days and policies will be written immediately.

1915 Convention in San Francisco

As was expected the National Association of Life Underwriters has voted to hold its 1915 meeting in San Francisco. The Pacific Coast delegation was stormingly enthusiastic and would not accept "no" for an answer to its suit.

Marine.—The Canadian government has extinguished all beacon lights on the inside passage to Alaska. Vessels plying in North Pacific waters must take the outside route until it is certain that no hostile ships are near the northern coast.

Brokers.—The Corporation of Insurance Brokers and Agents and other promoters of the British bill to provide for the registration of agents and brokers are hopeful that Parliament will make it a law. The annual fee and stamp duty for insurance brokers is not to exceed \$50, and for agents, \$5.

New Zealand now has a population of 1,152,267.

Part III of New York State Insurance Report

We have just received from Superintendent Hasbrouck the Casualty, Fidelity, Etc., part of the 55th annual report of his department. It contains 375 pages. Full schedules of bonds owned are given—book, par and market values.

One Half Paid by the Mutuals

Of \$2,450,000 adjusted loss on a part of a mill plant at Salem, one-half was paid in cash and the balance "remains with the mutuals at bank interest." Is this a pleasant way of saying that it, like some nations' war debts, will never be paid?

Liberty and License In Montana

Butte, Mont.—Rival labor (miners') unions are fighting noisily. The new union, of the I. W. W. kind, is continuing to use violence and deport members of the older and weaker union. The city is under martial law and the state militia. The president of the most lawless union has defied the civil authorities and threatened to shoot any man who served legal papers on him. He is "out of town." All saloons have been closed by the military. The city government has been restored, and the city authorities are in full charge of the fire department.

Marine.—Cargoes in American ships get insurance from New York to Great Britain at 1 percent.

The Illinois insurance superintendent has discovered a "mare's nest." He has filed anti-trust suits against 133 fire companies. This is what the companies "get" for not lowering rates and helping Pott's political changes when he demanded it.

McNall, Clunie and now Potts, who is in full cry after the annexes and the members of boards.

Bank Robbery.—The First State bank of Marcus, Wash., was robbed of \$6,000 last week by two unmasked men who locked the president in the vault.

Copper is produced in one Arizona mine at a cost of only 7½ cents a pound.

Washed the Floor With Gasoline—Explosion, Fire and Death

Mrs. E. J. Frawley, a prominent society woman at Boise, Id., planned a dancing party for boys and girls. The floors of the dancing room in the basement were cleaned with gasoline early in the morning. The doors and windows were thrown wide open for ventilation and drying. Supposing from the apparent absence of odor that the gasoline had evaporated, Mrs. Frawley lighted some papers in the fireplace. A terrific explosion followed, filling the room with flames which enveloped the unfortunate woman. She died at the hospital.

The neighbors extinguished the fire in the house, just as the fire department arrived.

A School-Teacher but He Filled a Lighted Gasoline Stove

Fair Oaks, Cal., Sept. 12. — E. C. Overholtzer, principal of the Fair Oaks High School, was severely burned and his two daughters, Verna, aged four and one-half years, and the other aged three and one-half years, were slightly burned when a gasoline stove in the Overholtzer home exploded. Overholtzer and children are at the White hospital in Sacramento.

In spite of painful burns, Overholtzer bravely battled against the flames, and extinguished them before the home was destroyed. His heroic action is believed to have saved the lives of his children. Overholtzer was filling a lighted gasoline stove when the accident occurred.

Seattle.—The announcement that the export duty of 50 cents a thousand on logs from British Columbia will be removed, and that Canadian logging contractors who have 25,000,000 feet of logs cut will send their holdings to Washington lumber mills, causes some uneasiness to our lumber-men. Demoralization is feared for the lumber business. There is no demand for logs now. The price of logs was recently raised 50 cents, and some logging camps have resumed operations.

The German soldiers wear aluminum identification plates.

Many High Schools Burned

The "cycle of fires" is rounding up a big number of school fires on the Coast. The large number of high school fires suggests the work of firebugs who object to "intellectuals."

The latest high school fire, as we write, is the damage to that of Alameda, Cal., September 14. The assistant fire chief says the blaze was incendiary in its origin.

Ships Lost Without a Trace in Three Years

Ships totalling 136,000 tons have sailed from the ports of the world during the past three years never to be heard from again. With them have been lost more than a thousand lives and the seas have given back nothing to show in what uncharted reefs disaster lurked.

These are the figures of Lloyd's, and Commander J. Foster Stackhouse of the British naval reserve is seeking American co-operation in solving mysteries of the deep and clearing the seas of hidden dangers. Commander Stackhouse is preparing to start on a seven-year ocean-charting expedition in the Discovery.

Possibly He Set Fire to the Granite School House

For seven years H. N. Winter has been clerk of the Granite (Utah) board of education, and in three years has misappropriated \$3,000 of the school board's funds. He is also accused of setting fire to the Granite school house. It was set on fire. He offers to pay the insurance money paid, for, he says, "circumstantial evidence is against me."

There were two fires, both after the investigation of the books had begun.

Early in October Humboldt county, Cal., will be connected with the outside world by the Northwestern Pacific R. R. Eureka! Would you like to see the big redwood trees of Humboldt county? This great county has hitherto depended on the ocean for an outlet. We predict it will now grow fast, and produce more candidates for office.

THIRTEEN YEARS CALIFORNIA FIRE BUSINESS

ACTUAL DEFICIT ABOUT \$128,000,000

Year	Amount Written	Premium Rate	Premiums Received	Losses Paid	Ratio Losses	San Francisco Premiums
1913	\$1,114,334,140	\$1.37	\$ 15,758,077	\$ 6,827,305	43.8	\$3,526,646
1912	1,043,436,536	1.52	15,938,294	5,456,769	34.3	4,167,165
1911	1,009,967,944	1.50	16,048,108	4,508,843	28.1	4,688,040
1910	948,387,993	1.60	15,874,207	5,689,293	35.8	4,979,653
1909	851,331,595	1.70	15,104,194	5,757,915	38.1	4,808,790
1908	722,430,710	2.00	14,506,144	5,228,303	36.4	4,862,793
1907	767,000,147	2.10	16,571,293	6,626,599	40.0	5,725,424
1906	666,676,445	1.90	13,248,323	150,372,480	1,135.1	4,326,122
1905	658,054,793	1.50	10,283,242	3,871,404	37.7	2,988,842
1904	680,910,571	1.40	10,163,440	3,836,126	37.7	3,141,880
1903	524,551,603	1.50	8,292,803	4,360,921	52.5	2,481,585
1902	482,908,036	1.50	7,360,222	2,686,087	37.6	2,244,956
1901	530,614,567	1.40	7,669,882	2,394,541	21.3	2,455,223
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Total	\$10,000,605,180	1.67	\$166,818,229	\$207,616,586	124.4	
Non-reporting companies retired in 1906				20,000,000		
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13 years' Grand Totals			\$166,818,229	\$227,616,586	136.4	

Companies whose figures do not appear in the 1906 line paid something more than \$20,000,000 San Francisco conflagration losses, and not in full either. Their city premiums did not make a large total.

The total of conflagration losses paid appears to have been about \$165,000,000.

In 1906 and afterward the premiums from San Francisco were large because of the higher rates and more general insurance due to the unusual fire hazard of a city of shacks and mercantile frames.

The average rate of premium in California is now lower than in 1901. The large decline in 1913 is partly due to reduced rates and partly to increased and renewal term business (now on mercantile bricks also).

Expenses, commissions, fees and taxes amount to at least 40 percent of the premiums. Commissions are in lieu or in addition to salaries. Agents and brokers are indispensable, and if not compensated by commission would necessarily be employed on salary.

13 years' taxes and expenses	\$ 66,728,000
13 years' losses paid	227,616,586
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Total expenditures in California	\$294,344,586
Total premium income in California	166,818,229
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13 years' deficit in California	127,526,357
Percentage of outgo to premium income	176.2

In the past 13 years the fire insurance companies, the retired and the surviving, did business in California at a loss of 128 million dollars.

FIRE INSURANCE

They Place Insurance with Eastern Inter Insurers

Butte, Montana

Butte Wholesale Grocery Co., M. J. Connell Co.

Colorado Springs, Colo.

The Shields, Morley Gro. Co.

Denver, Colorado

Daniels & Fischer, E. P. Lewis D. G. Co., The Denver D. G. Co., W. A. Hover & Co., The C. S. Morey Merc. Co., The Western Packing Co., The Joslin D. G. Co., The J. S. Brown Merc. Co.

Los Angeles, California

H. R. Boynton Co., J. M. Hale Co., Moore-Watson D. G. Co., Steel, Ferris & Walker Co., J. M. Roinson & Co., Stettson, Barrit Co., Bishop & Co., N. B. Blackstone Co., Brunswick Drug Co., Bullocks, R. L. Craig & Co., Western Wholesale Drug Co., United Wholesale Grocery Co.

Ogden, Utah

Fred J. Kiesel Co., Geo. A. Lowe Co., W. H. Wright & Sons' Co., Johns Serowcroft & Sons' Co., J. S. Campbell Co.

Portland, Ore.

M. Seller & Co., Fleischner - Mayer & Co., Mason - Ehrman & Co., Meier & Frank Co., Olds, Wortham & King.

San Diego, Cal.

Geo. W. Marston, Klauber - Wangenheim, Western Metal Supply Co.

San Francisco, Cal.

H. S. Crocker Co., The Emporium, Hale Bros., Inc., Goldberg & Bowen, Langley & Michaels Co., Moore-Watson D. G. Co., Raphael-Weill & Co., Zellerbach Bros. Paper Co., Holbrook, Merrill & Stetson, Nathan - Dohrmann Co., Tillman & Bendel, Inc.

Seattle, Wash.

MacDougall & Southwick Co., Seattle Hdw. Co., M. Seller & Co., Stewart & Holmes, National Grocery Co., Frederick & Nelson.

Spokane, Wash.

The McClintock, Trunkey Co., Jensen, King, Byrd Co., Spokane D. G. Co., John W. Graham & Co., Holley-Mason Hdw. Co., M. Seller & Co., Powell, Sanders Co.

The foregoing list is prepared and circulated by a Missouri inter-insurer, which of course does not say these firms' places are target-risks, often unable to procure all the good insurance they require.

Salt Lake City Is Being Newly Rated

Improvements in fire fighting and water supply, and the enactment of better building ordinances, will soon give Salt Lake City new and lower rates. The new rates are now being made. It is announced that the mayor and the fire chief will go to San Francisco and interview the executive committee of the Board.

All that the Board of Fire Underwriters recommended in the way of improvements have not been complied with but something will yet be done. The recommendation for a reservoir of 30,000,000 gallons has been complied with to this important extent:

The federal government has just approved, after two years arguments, the city's application for a site on the Fort Douglas military reservation. Bids for the construction of a huge reservoir have been called for, and it is possible that the construction of one unit of the reservoir will be begun in October.

Another important recommendation called for a new supply main to be connected with the Big Cottonwood conduit just south of where it empties into Parley's reservoir so as to supply the district south of Ninth South, relieving the Parley's canyon conduit from double duty. Work is now under way on such a supply main down Thirteenth South street to cost \$100,000.

The big storage reservoirs being built on the lakes at the head of Big Cottonwood canyon also were recommended by the underwriters. These will be completed within another year and more than a half billion

gallons of water will be stored for the purpose of equalizing the flow of Big Cottonwood stream.

Another important improvement will be the construction of a gigantic reservoir in Parley's canyon to hold more than a billion gallons of water, enough to last the city sixty days if all other sources of supply were cut off. The plan also includes a reservoir in City Creek canyon above the high line.

Most of the downtown water mains have been cleaned in compliance with the underwriters' recommendation and their capacity greatly increased. In a score of other lesser details the city has met the suggestions of the underwriters with even more improvements than called for.

Since the underwriters submitted their recommendations the fire department has been practically reorganized so that it now compares favorably with the fire-fighting machines of any large American city. Modern motor apparatus has been installed at the central station to the total exclusion of horse-drawn vehicles, and a new station, equipped with a complete motor apparatus, has been built in the Sugarhouse district.

To complete the improvements now under way in the water system, the city voted special water and sewer bonds for \$900,000 last February. Of this amount about \$600,000 will be spent on water.

Many good fire companies have had 60 or more percent loss ratio in the first half of 1914.

W. S. Davis is in New York, to meet his family, who are returning from Europe.

The Review of New York, which gathers accounts of fire losses, estimates the losses of "the states" and Canada for the first half of this year as \$162,323,700, which is only about two and a quarter more than reported for the first half of 1913, and is a million and a half less than for the same months in 1912. The losses this year, as reported, give no indication of the very large increase in insurance losses, which are 10 points more than for the first half of last year.

Wants a National Fire Record

The fire marshals of the continent, in an association of their own, met last week in North Carolina. Overinsurance and incendiarism, two great evils, were discussed. One speaker favored a special legal form of application for insurance, and a national bureau of fire record giving names and personal descriptions of all persons who have had suspicious fires.

A representative of the National Board said experience has shown that overinsurance is less common where no written application is required.

W. U. Meeting

There appears to have been no rock-throwing at the Niagara Falls meeting this week. The retiring president, G. H. Lermitt, called attention to the decline of the average rate from 1.24 in 1909 to 1.13 in 1913. We are sorry to add that he said nothing about the importance of making prompt collections of premiums. Delayed collections may account for some of the alleged decrease in the average premium rate. He declared that rates should be based on the insured's carrying at least 80 percent of value, with penalties for lower proportions.

The speaker referred to the Kansas experience, where the companies meekly submit to state rate regulation and have collected \$19,979,193 premiums in five years, paid 67 percent losses and 43 percent expenses, losing \$2,000,000 and still hugging the red-hot poker.

Validity of Fire Limits Ordinance

"Fire protection in towns is so clearly within the province of the police power that it would require a very strong showing of pure arbitrariness to induce a court to interfere with an ordinance" establishing "fire limits." (Louisiana Supreme Court, Town of Mansfield vs. Herndon, 63 Southern Reporter 606.)

Marine Loss.—St. sch Francis H. Leggett sank in 65-mile gale off coast of Oregon, Sept. 18.

Need of Fire Protection In Fresno, Cal.

This thriving interior city has had many fires but for a time it seemed relatively fortunate in this respect, in spite of building and climatic conditions. Recently, however, there have been many more or less serious blazes, which have been new proof of unfavorable conditions from the underwriting point of view.

District Manager W. S. DuVal recently visited Fresno, and after making a general investigation he gave, in an address to the Commercial Club of that city, a convincing summary of the pressing needs for satisfactory fire protection, such as new and more fire hydrants, a new fire alarm system, four more pieces of fire apparatus, more water, more firemen, and a fire marshal.

Conflagration Possible

Mr. DuVal is quoted as follows, by the Morning Republican:

"If something is not accomplished immediately to correct fire prevention conditions in Fresno the citizens are extremely likely to find themselves camping on the outskirts of their fire-destroyed city planning to rebuild.

"Eternal vigilance is necessary in a city situated as is Fresno. This is not only for the reason that the department and conditions generally are inadequate for successfully fire fighting, but because of the climatic conditions, the dry hot weather that has every thing dried out all of the time and makes it possible for a fire, once started, to gain tremendous headway in a short time.

"Fresno has grown so rapidly that the fire department has not kept up with the city. Of course, it is a great expense to provide an up-to-date department, but it is vitally necessary, especially in Fresno where the conditions are as I have stated. If you are to have a city you must have a metropolitan fire-fighting force.

"Now for some of the things that I find fault with. Of the 250 fire hydrants in the city but 30 are properly connected, and all but these 30 are badly set. Instead of being connected six inch, as they should, all but the 30 are connected but four inch, and can

not give a sufficient flow of water. Your chief has kept pegging away in an effort to get more standard hydrants, and he must have them at once.

Fire Alarm System

"The fire alarm system is so poor that it should be improved at once. There are but 27 boxes in the entire city, and but five of these in the congested district, the department relying for their down-town service on the telephones. After leaving the immediate center of the city it is possible to go a mile at times without finding another box. Fresno needs and must have a first-class fire alarm system, and the headquarters should be in a first-class fireproof building.

"An imperative need is additional apparatus. Four pieces should be purchased at once. A first size engine that would throw 1000 gallons per minute is a vital need, and to accommodate this engine more of the standard six-inch hydrants must be installed. Fresno was very lucky in the Fulton fire when the apparatus was concentrated in the business center of the city, that another serious fire did not start in some other section of the city.

"In addition to the first size engine there should be at least two other steamers and a first class aerial. At present there is but one hook-and-ladder wagon and this is of an old type. A new quick-raising aerial should be purchased. In the Fulton fire the other night the present ladder wagon had to be used in the front of the blaze, and in the alley they used an old ladder, held together with pieces of rope, that barely reached to the top of one of the shorter buildings near the fire.

Fire Marshal

"Another need is a fire marshal. It is too much to expect the chief and the assistant-chief to be on duty all of the time in a city of this size, and in addition to their regular work to attend to the inspection work, to watch out for cleaning inflammables from the alleys, rear of stores, and from basements. A marshal is all the more needed for the reason that the city is about to adopt, or has adopted, a new building or-

dinance that will require a great deal of time for inspection work.

"The membership of the fire department is in need of re-enforcement. If more apparatus is to be bought, of course more men will be needed to man the pieces. At the present time an imperative need is for more men, fully paid men, not call men. In the fire at the Fulton volunteers had to be pressed into service, and while all help is appreciated, they are often more of a hindrance, and sometimes do harm. The populace should not have to fall in and help the department.

Conflagration Breeders

"In the center of the city there are a number of conflagration breeders that have to be watched continually. If this department is not strengthened and conditions improved, there is certain to be a very serious fire right here.

"Citizens themselves, whenever they are building a new structure, should personally see that all fire risk is removed as far as possible. Every precaution possible should be used, fire walls, partitions, doors and windows installed as often as needed, and all methods of fire communication between buildings protected.

"As far as the warehouse district is concerned the conditions there are better than in the past, and better buildings have been built since the fire has swept through it from north to south. But conditions there are far from good as in many other cities, and a big fire may occur there at any time. Concentration of apparatus at one place as was the case the other night, leaves a district such as the warehouse district, free to burn.

Too Low Pressure

"Water pressure is a necessity here. The mains ought to carry at least 80 pounds at the time of any alarm sounding. More water should be in the pipes, flowing pressure is needed. The pumps of a good steamer or engine do not require any pressure from the mains, they create pressure.

"I doubt whether there would be found more than 30 to 40 pounds pressure in the mains at the fire at the Fulton, though 50

or more pounds pressure is claimed. Engines of the first size, throwing 1000 gallons a minute, must have a plentiful supply. J. H. Newlin, superintendent of the Fresno City Water company, claims that his company is furnishing plenty of water to fight fires. They will have to furnish more and the water users should be impressed with the necessity of shutting off the flow in the event of an alarm so as to give the department a larger supply.

"W. C. Berkholz, the assistant chief, told me that all of the engines had hot water in their boilers when they left the houses. It naturally takes a steamer, even with the perfection that has been reached lately, a considerable time to work up to full pressure. In this manner the automobile truck, equipped with the gas engine, is far superior, as it acquires the maximum pressure almost immediately and holds it, not having to speed up.

"In the matter of building construction, too much cannot be said. While first class construction is always to be desired, insurance rates on other classes are not a great deal higher if it is possible to install sprinkler systems. The return is immediate for the better classes of construction, and comes in the form of increased rents and decreased insurance premiums."

Canada. — It is understood that the Phoenix Assurance will continue the Acadia Fire of Halifax as a local institution. Over 50 percent of the stock was bought by the Phoenix at near 150 percent, and the company is ready to buy more at that figure.

President Crawford of the Westchester Fire celebrates his 50th official year with the company next month.

The Illinois state superintendent wants to know if the Lloyds agents are remitting to their principals in London, and if the London brokers have asked for the remittances of balances.

Marine Loss.—In the Petaluma river, Cal., tug Nautilus burned, Aug. 8. Valued at \$5,000.

INSURANCE OF ALL KINDS

Cincinnati Meeting

The noble 600 attended the National Association annual at Cincinnati. They were welcomed by Jesse R. Clark of the Union Central, whose address proved that the Queen City still brings home the bacon. The other Clark president, of the association, told of the net gain of five new associations in the membership, bringing the total up to 89 with 5,000 members. One association withdrew. The Puget Sound association is the only one issuing a bulletin to its members. It is said to be a bully one. Vice Pres. Russell said that whereas Los Angeles was formerly the favorite field of operation of a number of dishonest agents, it is safe to say that now the business is conducted on as high a plane of ethics as it is anywhere.

The National Reserve Bank Act

The following section of the National Reserve Bank Act is of interest to the insurance companies:

"Other than the usual salary or director's fee paid to any officer or employee of a member bank or other than a reasonable fee paid by such bank to such officer, director or employee for services rendered to such bank, no officer, director or employee or attorney of a member bank shall be beneficiaries of or receive, directly or indirectly, any fee, commission, gift or other consideration for or in connection with any transaction or business of the bank.

"Any person violating any provisions of this section shall be punished by a fine of not exceeding five thousand dollars, or by imprisonment not exceeding one year, or both."

It is clearly the purpose of the act to make it UNLAWFUL for any employee, or person officially connected with a national bank under conditions mentioned in the act, to receive any compensation or benefit, directly or indirectly, in the transaction of FIRE INSURANCE for the bank, upon property or property in which the bank is interested.

This does not signify that a director,

officer, or employee of a member national bank may not transact the business of fire insurance under conditions other than those mentioned above. In other words, a bank officer or employee may be a fire insurance agent, but he must not receive any profit or benefit, directly or indirectly, from any PREMIUMS PAID BY THE BANK or controlled by it.

Gold Coin Clauses

In California it has long been the custom to exact payment of loans in gold coin. Banks require repayment in gold of a stipulated fineness. Tax laws require taxes to be paid in gold coin. During and subsequent to the Civil War business in California was conducted on a gold basis.

Just now owing to the European war, there is an "inflation" of paper money and a hoarding of gold. To counteract these evils many banks are paying out currency, except for special reasons, when gold is paid.

The policy rider agreeing to pay in gold is temporarily abrogated, because of the action of the banks and the appearance in the East of "scrip" money.

Died.—Geo. C. Pratt, recently living with his wife in Cal., died at sea, Aug. 31, while on his way to New York. He had consumption as we have been told. Mr. Pratt was formerly a special agent for the California Ins. Co. He was later a general agent for the Union Central Life in S F., and then organized the Provident Ins. Co., which undertook to insure employment. Little or no business was ever done. The New Amsterdam Casualty Co. took over the Provident and its capital paid in and gave Pratt a position as treasurer. Two years ago, when his company went under the control of a Baltimore company, Pratt sold out and came to California to live. When first taken ill, the company gave him a long vacation in Europe.

Twenty Years Ago

The Straits Fire reinsured in the Commercial Union.

Manager Hopkins of the Farmers Ins. Co. of Spokane was convicted.

J. C. Taylor Corporation agency organized at Salt Lake.

V. W. Gaskill & Co. were general agents of the United States Fire.

Geo. H. Ripley succeeded Ransom White at San Francisco as representative of the Equitable Life.

Adjuster F. H. Swett was accidentally hurt by the accidental discharge of a perfectly safe hammerless shot-gun.

The Oakland Home was being transferred to the Fireman's Fund.

H. M. Newhall & Co., were appointed general agents of the marine department of the London Assurance Co., which they still represent.

The Mutual Benefit Life Association of New York was reported to the New York attorney general for dissolution. This was the association that sued the Coast Review for \$200,000 alleged libel damages—and didn't get an award.

The sheriff took possession of the effects and credits of the Home Benefit Life Association of San Francisco. It was twelve years old, and left, it was believed, \$100,000 unpaid claims.

A Tacoma man sued the P. I. U. and Cesar Bertheau for \$20,000 alleged damages, because of the Union's confidential circular calling attention to the delinquency of the insured in the matter of premiums.

A federal court held that a storm policy covered damages by flood.

The celebrated decision of *Imperial Fire v. Coos County, N. H.* was handed down by the United States supreme court. Repairs had been made without consent of the company. Repairs had been completed and had improved the hazard. The supreme court held that the policy was annulled at the moment the insured violated the conditions of the policy, although the fire risk may not have been increased by the in-

sured's action. The fact that the repairs were finished before the fire occurred did not affect the case.

Moratorium

A government declaration suspending the payment of debts for a stipulated time, because of extraordinary conditions, such as war, a plague, or any great disaster. The California governor's repeated declaration of legal holidays after the burning of San Francisco constituted a virtual moratorium. European governments engaged in war have declared a moratorium. Italy also has done so. In this country we, in self defense, have closed our stock exchanges. Thus closely are the nations of the world connected in business relationship.

15

Not '15, but 15 columns of the new Fireman's Fund building. These columns are external to the walls and support the roof and cornices. Their steel cores are now standing. The general effect of these outstanding pillars will be architecturally very fine.

Answers

B. L. J.—The publication of the two books you mention has been discontinued.

Wm. Z.—The company you inquire about is perfectly solvent and of good repute.

Boston. — We are not now printing the year book, as formerly.

Life Insured or Not?

Wifey—Do you recollect that once, when we had a quarrel I said you were just as mean as you could be.

Hubby—Yes, my dear.

Wifey—Oh, Tom, how little did I know you then!—Boston Transcript.

The federal revenue from imports having fallen somewhat with a dull trade, the Congress is spying out new sources of revenue. The talk of making insurance commerce may suggest a federal tax on insurance premiums and policies.

LIFE INSURANCE

Many Men Die Because Uninsured

It is sometimes said of life insurance that it is a game in which a man must die to win. But it is not true, because the minute a man is insured he wins the certainty that he has an estate to leave his family, and that certainty continues as long as his policy remains in force.

The human body is a composition of gasses—chiefly water—and is sensitive to all adverse influences. When confronted with the probability of death the resisting powers ebb rapidly, and the thought of the helplessness of a dependent family wholly unnerves the body weakened by accident or disease, and increases the fatal probabilities.

And so, in the headline, we assert that perhaps many men die because uninsured. They would "tide over" if buoyed up by the thought that their life insurance will help the family; but depressed by the certainty of no estate, no life insurance, no bar to poverty, the despairing souls sink into the depths of death.

Life insurance certainly lengthens human life. It is the consolation, the stimulant, that tides over the human bark when threatened by the shoals and reefs of disease and death.

J. N. Russell Jr. of the Pacific Mutual Life is one of the vice presidents of the National Association of Life Underwriters for the ensuing year. This is California's first official recognition.

Royal Arcanum.—This order has withdrawn the half-cash privilege, except to members who attain the age of 65 years prior to October 1.

Some of the warring governments of Europe are confiscating credits in banks of the citizens of the countries with which they are in war. This looting is supposed to be quite as honest as other looting practiced in war.

In our Civil War the principal life companies recognized the validity of policies on the lives of Southerners who were necessarily

unable to pay the premium. Some English life offices are now announcing that they will not write off, during the war, any policies which have lapsed because of non-payment of premiums.

A woman entered the office of Smith, Thomas & Thomas, San Francisco, and said: "I want you to insure the life of my husband." She was from Bernal Heights (Goat Hill). "Certainly," said the affable Mr. Smith. "When can your husband come to our office?" "Oh," answered Madam, "he can't come, for he is sick abed." "We must wait, then, 'till he has recovered." "But," said Madam, "I want you to insure his life because he is sick and may die; you advertise to insure lives, and I don't want him to die." Mr. Smith says this visit and inquiry actually occurred. Such is the ignorance of the true nature of "life insurance" among a very poor and ignorant class of people.

* * *

Was not this poor woman justified in assuming that "life insurance" meant just what it says—life certainty?

* * *

Wrong words are used in the business of insurance. Webster says "insure" means to make sure; therefore insurance is the making sure. Logically, life insurance is to make life sure, and fire insurance is to make fire sure—which it too often does. And so with accident and other insurance. Can these misleading (or at least inaccurate) terms be discarded? Insurance is truly indemnity in a stipulated amount. The only thing insured is indemnity for loss incurred within agreed limits for an agreed premium or money payment. In life insurance, "dividends" is a misleading word, too. There are no dividends, for the sum divided is not a division of profits or assets. The so-called dividend in life insurance is a refund of an overcharge—an overcharge made in the interest of safety under a "mutual" contract. "Bonus," used by the English life com-

panies, is unsatisfactory, for it means, not a "good" as in Latin, but "an extra dividend to shareholders." Literally, a "dividend" or a "bonus" to a life company's policyholders on the mutual plan is a return premium, and it should not be taxed.

* * *

In life insurance of to-day—not of the future—there is a medical examination, the result of which is the rejection of applicants believed to actually need life insurance protection and the acceptance of men and women who are reasonably certain not to die within twenty or more years. It is virtually an accident when an insured applicant dies within twenty years. Are we telling "a tale out of school?"

* * *

Clarence M. Smith, the veteran San Francisco general agent, applied for life insurance thirty years ago and the report of the medical examiner was so unfavorable that his application was rejected. Mr. Smith is alive, strong and healthy to-day, and has "several irons in the fire," as a member of the general agency of Smith, Thomas & Thomas, and as a banker and a land operator. The life insurance of the future will accept such risks as Mr. Smith was thirty years ago.

* * *

Twenty-seven years ago a man in San Francisco was "turned down" because the medical examiner said he had diabetes and wouldn't live a week or a month at most. Last week this man died—of old age?—no, of diabetes.

The Australian Mutual Provident Society of Melbourne has the honor of being the largest life insurance company in the British empire.

The society wrote \$35,000,000 net ordinary insurance in 1913, and in its industrial department it wrote \$5,627,000. In the one it wrote 24,328 policies, and in the other, 30,037. In the ordinary department it has \$500,000,000 outstanding insurance. The assets are now \$160,000,000.

Interest earnings of American life insur-

ance companies now are just about equal to death claim payments.

The International Life of Motley Wear Can It Thrive On a Diet of Dying Companies?

This company is a merger of two life companies, the Great American and the International. The new owners took the name of the latter, in 1909. The old companies had troubles that were tiring and re-tiring.

Then began the absorption of other moribund companies. A Roman Catholic temperance life insurance association, which was glad to get out of the game, was swallowed. Then a large slice of the business of the dying Guardian Life of Seattle was greedily devoured. These reinsurances enabled the International to make a showing of new business.

In the following year the outstanding insurance of the Empire Life of Texas was reinsured. A little over a year later the Great Western Life, another Missouri company, was absorbed. It had been playing a losing game and exchanged \$100 shares for three \$25 shares. There was much scandal. Indeed, crooked work was alleged. The Missouri state insurance department winked the other eye, it seems.

In the following year a languishing Tennessee company was taken over bodily, with its unhealthy germs, bacteria and all. In this same year the Missouri venturesome venture absorbed the California National Life, which was afflicted and needed a home. One share of the former was traded for six shares of the latter. And in this same year also an Oklahoma company, likewise ready for the almshouse, was absorbed, on the same basis of one share for six shares.

These acts of deglutition and absorption have enabled the International Life to make a good annual showing of business written. But so much merging and reinsuring is unnatural, experimental, speculative and of doubtful value.

The reinsured policyholders became members without a medical examination, and as they had been members of unsuccessful companies of doubtful permanence we may be sure there had been a "selection against"

them by retiring sound lives. In other words, the average expectation of life of the reinsured policyholders is not so good as that of any life company whose insurance in force has been built up along normal and certainly safe lines.

The effect of the reinsurance of so many relatively inferior lives may not be visible in the mortality rate of this Missouri company for some years, but that it will appear we are reasonably sure. The actual to expected mortality was 37.6 percent in 1911, and in 1912 it rose to 72.9.

The lapse rate is very large. Since organized, in 1909, this company has written about \$68,000,000 insurance, only about half of which remains in force. There is certainly a "selection against" the company. The inferior lives remain with the company, while the best lives, from the medical examination view point, have been, undoubtedly, those which allowed their policies to lapse.

No dividends are paid policyholders.

The International invests none of its legal reserve funds on this Coast.

A Prime Necessary of Success

Just as a locomotive needs sand and steam to operate it, as a sailing ship needs sails, a steamship needs an engine and steam, an automobile gasoline, a trolley-car or a motor electric power, so the greatest and the most wonderful of all mechanisms, man, needs "Sand" to make him do his work efficiently and in all ways satisfactorily and successfully.

By "Sand" in his case we mean grit, courage, vim, snap, go—all the qualities that make for stamina, steadfastness, unflagging pursuit of a given object, ceaseless and irresistible indomitability and the tireless energy that defiantly refuses to be swerved from the goal of success even temporarily.—Prudential Record.

Salaries, medical fees and other office expenses of American life companies are nearly as much as commissions paid for new business and renewals.

The Southland Life of Dallas, Tex., favors

us with a fine war map of unhappy Europe, where the map-makers are at work with bayonets for pens.

Sample British Life Insurance Policy

Indisputable Whole-World Policy, No. . .

This Policy granted by the witnesseth that in consideration of the premium paid to the Society as stated in Schedule hereto, and provided the Society receive the future premiums specified in the Schedule, the Society on proof of the Sum Assured becoming payable according to the Schedule, and of title, will (subject only to the special conditions, if any, contained below) pay to the Grantee named in the Schedule or his (or her) executors, administrators, or assigns at the principal office of the Society in London the Sum Assured by this Policy together with any Bonus which according to the provisions of the Deed of Settlement of the Society may at the time of payment be attached to this Policy.

And also That if the age of The Life Assured shall not have been proved before the Sum Assured becomes due or payable, no larger sum shall be payable under this policy than would have been assured by the premiums specified in the Schedule hereto if the age had been correctly stated.

Provided always That, if The Life Assured be the Grantee, and he (or she) shall commit suicide within one year from the date of this Policy, all money which would otherwise have become payable for the benefit of his (or her) estate under this Policy shall be forfeited and belong to the Society; but this condition shall not prejudice the interest in such money of any Assignee for value or person or company holding a charge thereon.

Provided also That the Society's Assurance Fund for the time being, and the Proprietor's Fund on the first day of July, 1862 (which then amounted to the sum of £160,935,19s.), and so much of the Capital of the Society held in Shares by the Proprietors and others as on the said first day of July, 1862, had not been paid up or according to the provisions of the Deed of Set-

tlement been considered as paid up (such Proprietors' Fund and Capital amounting together to the sum of One Million Pounds Sterling), shall alone be liable to any claim or demand in respect of this Policy; and no Director signing this Policy, nor any other Proprietor, shall be liable to any claim or demand in respect thereof beyond the unpaid portion of the Capital held by him. And as to the Proprietors' Fund, nothing herein contained is to be construed to give to any person entitled to the benefit of this Policy any charge or claim on any accumulation thereof made, or to be made, after the thirty-first day of August, 1862.

HERE FOLLOWS TABLE OF PAYMENTS AND
BENEFITS.

And the Society guarantees the following advantages:

(1) This Policy is absolutely free from all restrictions as to occupation, foreign travel or residence.

(2) Thirty days' grace are allowed for the payment of the premium, and if so paid the Policy will remain in force, notwithstanding the death of the Life Assured during such thirty days.

(3) This Policy will acquire a surrender value so soon as three full annual premiums have been paid, and the Society then guarantees that the surrender value shall not be less than (1) one-third of the premiums received; and (2) the full cash value of the profits (if any) attached to the Policy at the time of surrender.

The exact amount of surrender value can be ascertained on application.

(4) When this policy has a surrender value, then notwithstanding an omission to pay any subsequent premium or premiums, the Policy will remain in force unless and until the surrender value of the Policy, as at the date when the first unpaid premium was payable, becomes exceeded by the total of the amount due in respect of premiums and in respect of any loan made on the Policy by the Society, and of the accumulated compound interest with half-yearly rests on the amount of premiums and loan (if any) at the rate for the time being charged on loans made by the Society on the security of their Policies.

(5) A free paid-up Policy, without participation in profits, will be granted in lieu of surrender value if desired.

(6) Loans can be obtained up to 95 per cent. of the surrender value of the Policy, and repayment can be made at any time without notice. No charge is payable in respect of such loan beyond the cost of the stamp and the cost of proving title if the Policy has been previously encumbered.

(7) No fees will be charged by the Office for registering notices of assignment or quoting the surrender value or furnishing any information in reference to this Policy.

In witness whereof I, being a Director of the said Society, have hereunto set my hand this day of
One thousand nine hundred and

Examined

Certified Life Companies

Certificates being needed and there being none, the Coast Review will supply, on prepared blanks, certificates of life insurance companies operating in the Pacific West. A sample will soon appear.

At the meeting of the insurance commissioners of the country, this week, the president said the fraternal insurance societies have made great progress and improvement, dating back to the Mobile or uniform bill. There is now co-operation, and in many cases there are better rates.

On June 30 the Pacific Mutual Life had \$30,893,656 assets. Premium income for the six months was nearly \$3,000,000.

An exchange says the delegates to the life men's meeting in Cincinnati "were full." It was pleasantly called "enthusiasm" in a city bisected by "the Rhine." Of course they were enthusiastic.

The average life insurance policyholder is, indirectly, specially taxed, because he is insured, \$3.00 a year.

The Washington National Life is being organized right under the nose of Congress.

The American Home Life of Texas, of some smell, has been dangling over the International, which was not able to reach it, but has now bought control of the stock. It won't do a thing to it.

Of the \$4,351,747,253 assets of life companies operating in New York, \$237,781,441 is in the form of loans on policies. This is a little over 5 percent, a small proportion which does not justify so much tearful lamentation as we have read in the insurance press.

The Northwestern Mutual is now in its new \$2,000,000 home office building.

CHIPS

—Manager Niebling of the Commercial Union is in New York.

—A banker wishes to take up special agency work. Address the Coast Review.

—Marshall Nelms, brother of the two women supposed murdered and cremated in Texas, was an insurance solicitor in San Francisco until recently.

—Death.—Jacob Greenebaum, for many years a well known San Francisco broker, died September 9, aged 83. He was always well spoken of by insurance and other business men.

—The Fireman's Fund's combination automobile policy, covering loss by fire, transportation, theft, collision, public liability, and property damage, we predict, will be a great success.

—Richard Stanton, of Kennewick, Wash., one of the best resident agents on the Coast, has withdrawn from the local insurance business, and desires to take up special agency duties for a well established office.

—The Casualty Co. of America does not appear to have come out of the examination ordeal, in New York with flying colors—unless they were flying in defeat and retreat. For six months the disbursements have largely exceeded receipts. There has been a net underwriting loss of \$217,920.

—Field Men's Notes.—G. F. Guerraz succeeds the late W. P. Raymond as special agent for the Liverpool & London & Globe in the Pacific Northwest. He assumes his new duties on October 1. Mr. Guerraz has for some time been with the Ins. Co. of North America and was formerly with the Fireman's Fund.

—Quite Upset.—Our little official family has been disturbed in the past few weeks by a series of untoward events. There have been two cases of heart failure, one case of appendicitis, one case of la grippe, one case of la ziness, one case of gin, and one case of prolonged absence. Happily, no death occurred. This concatenation of catastrophic circumstances explains some delays and neglected correspondence and other duties.

—G. Trittenbach, a well known San Francisco broker, has recovered from an illness which kept him at home for the past six months. He had done a good deal of work for the Civic League, and did not heed illness until a slight stroke paralyzed a part of his face. Mr. Trittenbach has been engaged in insurance work since 1874.

—Convalescent.—The many friends of T. H. Palache, assistant manager of the Pacific department of the Atlas Assurance Co., will be pleased to learn that he has recovered from his recent illness and is again at his desk. Although Mr. Palache underwent a surgical operation and was seriously ill, he continues to maintain the same cheerful outlook on life.

—Accident.—The Travelers has begun the cancellation of all accident policies on persons, who are already members of one of the warring armies in Europe, or who contemplate such service. Cancellations will be made pro rata. In the case of non-combatant policyholders, who may be injured as a result of the war, the policies arry full benefits.

—Butte, Mont.—For several years the fire underwriting experience in this mining city has been bad, and the present miners' war of unions can hardly improve it. Somebody has therefore sent out warnings to take every precaution against a possible conflagration, with this astonishing hint: "Should a conflagration occur the companies might not be able to meet their obligations promptly, with the stock exchanges closed."

—The Fireman's Fund Record says: From the past history of U. S. branches of foreign companies it is evident that there need be no fear of their ability to meet the present situation and maintain their standing. Agents of the Fireman's Fund are strongly urged to avoid even the appearance of questioning the ability of European companies duly entered in this country, to pass triumphantly through this crisis. Where policyholders in these companies raise questions on this score, our agents are earnestly requested to give them assurances that their policies are good and will be protected.

The new improved risk department of the Springfield F. & M. begins with E. H. Woodward as manager, at the home office.

British life offices now charge extra 27 percent for one year or less on existing policies of combatants in the navy. Similar rates on the expeditionary army combatants.

Our German, French and English exchanges are coming to as usual, despite the war. There are, however, signs of curtailment by the curs of war.

Dead.—Insurance journalism has suffered a great loss by the death of George W. Hatch, who has been the leading spirit of Insurance Age since 1888. We understand that he was the author of the excellent rhyming paragraphs which the insurance press has helped to circulate.

At least one New Zealander didn't like our remarks anent singletaxites.

Small American fire companies should now get an increase of direct and reinsurance premiums.

Marine Salvage.—Compressed air is now

doing greater wonders than ever before, particularly in salvage work. The steamer Gothland recently ran on the rocks off Sicily, and all the bottom of the vessel from the stern to No. 3 bulkhead was carried away. Wreckers sealed bulkhead No. 2 and arrangements for compressed air in Nos. 1 and 2 holds were so effective that the vessel went all the way from Sicily to Southampton under her own steam, part of the time at eight knots, and with no pumps going, the compressors not having stopped work during the entire run.

Butte, Mont., Sept. 24.—Fire at 342-46 South Main st., did some damage. Bldg 2-story veneered brick. Fire probably started in furnace of Sanitary Bakery. Checked by fire department but later got almost beyond control.

The old firm of D. Samuels Co., San Francisco, will retire from business, the principal partners having engaged in other business.

Life.—Missouri has an industrial Quick Payment Old Line Life. What's in a name?

The Only Company

TO SELL INSURANCE FOR IN CALIFORNIA IS THE



PACIFIC MUTUAL LIFE

which has over

50,000 Policyholders in California

in its Life and Accident Departments

Organized 1868

Admitted Assets over \$30,000,000

HOME OFFICE, LOS ANGELES, CALIFORNIA

Queen

Insurance Company
Of America, N. Y.

NET ASSETS, (JAN. 1, 1914) . \$9,980,013.15

NET SURPLUS, " . 3,961,146.00

E. F. BEDDALL

N. S. BARTOW

GEO. W. BURCHELL

President

Secretary

Vice-President

Gross Assets JAN. 1 1914 \$107,521,857

Exclusively Fire Assets 46,783,587

Net Surplus - - 17,380,987

Losses Paid - - 260,831,312

Transacts Largest FIRE Insurance Business of any Company in the World

GEO. CHAPPELL, Manager

J. J. ATKINSON, Sub-Manager

LIVERPOOL, ENGLAND



DEPARTMENT OFFICES: Boston, New York, Chicago, Atlanta,
San Francisco, Montreal.  Agencies in all principal Cities and Towns

ROLLA V. WATT, Pacific Coast Manager

JOHN T. FOGARTY, Assistant Manager

FREDERICK B. KELLAM, Branch Secretary

ROYAL INSURANCE BUILDING, SAN FRANCISCO

SPECIAL AGENTS: Frank M. Gilcrest, H. R. Burke, J. K. Urmston
J. B. Walden, D. L. Stewart, C. D. Gabrielson, E. P. Eldred,
J. H. Banks, F. J. Perry, J. T. O'Brien, R. S. Folger, Matt B.
Evans, C. A. Luhrs (automobile).

July Embezzlements

Press notices and dispatches as collated by the bonding department of the Fidelity and Casualty Company of New York, indicate, for the month of July, 1914, the following defalcations:

Banks and Trust Companies . . .	\$181,103.77
Beneficial Associations.	5,000.00
General Business.	12,711.84
Insurance Companies.	18,763.23
Miscellaneous	44,449.40
Transportation Companies . . .	209,250.00
Public Service	5,373.86
<hr/>	
Total	\$476,652.10

San Jose, Cal., Sept. 4.—Big dwg of George B. Pohemus, Stockton ave., and contents burned.

The Fidelity & Casualty has added \$100,000 to its contingent fund.

The Employers' Liability Assurance Corporation, the pioneer liability company, made good underwriting money in this country last year.

Liverpool & London & Globe

The United States branch of this great company has \$14,270,429 assets, of which big amount \$4,535,769 is surplus. These are semi-annual figures.

New Pacific Fire Record

We are publishing in book form at a low rate of subscription, for the use of fire underwriters, The Pacific Fire Record. You are invited to contribute to this interesting book, and subscribe for it. Why pay twice as much for a Record not half so good? It will help to reduce the fire loss ratio.

Adjusters should consult The Pacific Fire Record before adjusting a loss.

Indiana.—Fire loss ratio for the first six months, 63 percent, and some gain in premiums. Notable gains were made by the Liverpool & London & Globe and the Phoenix Assurance, National, Home, American, Germania, Firemens, Queen, Springfield, Westchester, Williamsburg City, Hanover. Others made smaller gains but many lost surprisingly.

Fire and Automobile Insurance

American of Newark

Chartered in 1846

Capital Stock - . . .	\$1,000,000.00
Liabilities - . . .	5,452,043.92
Special Reserve Fund - . .	300,000.00
Net Surplus - . . .	3,252,859.29
<hr/>	
Total Assets - . . .	\$10,004,903.21

Pacific Branch Office, San Francisco, Cal.

GEORGE O. HOADLEY, Manager

Thos. H. Williams, Asst. Mgr.

“The times” is indicated by the decline of about a million in New York city premiums.

Colfax, Wash., Sept 1. — Fred Schreiber’s feed store burned.

Butte, Mont., Aug. 20. — Hoisting works at Mountain View mine damaged \$60,000.

Los Angeles, Aug. 18. — New Wil. lowbrook grammar schoolhouse, loss \$9,000; incendiary.

Logan, Utah, Aug. 21.— Fire damaged Providence Co-operative store.

Biggs, Butte co., Cal., Aug. 18.— L. W. Simmons lost barn and 30 tons of hay, with some insurance.

THE FIDELITY & CASUALTY CO. OF NEW YORK

92 Liberty Street, New York, N. Y.

ANNUAL STATEMENT, DECEMBER 31, 1913

Assets	\$11,606,723 00
Liabilities	11,606,723 00
Capital	1,000,000 00
Surplus over all liabilities	1,938,729 07
Losses Paid to June 30, 1914	46,713,497 00

This company issues contracts as follows :

Fidelity Bonds; Surety Bonds; Accident, Health, and Disability Insurance; Burglary, Larceny, and Theft Insurance; Plate Glass Insurance; Liability Insurance; Employers, Public, Teams (Personal Injury and Property Damage), Automobile (Personal Injury, Property Damage and Collision), Physicians, Druggists, Owners and Landlords, Elevator, Workmen’s Compensation; Steam-Boiler Insurance, Fly-Wheel Insurance.

Pacific Coast Department: { California—CHAS. J. BOSWORTH, General Agent, Merchants Exchange
San Francisco. Washington and Oregon—SEELEY & CO., 111 S. 10th
St., Tacoma; Coleman Bldg, Seattle; Board of Trade Bldg, Portland.

Fire Automobile Marine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid Up Capital	1,475,000
Total Cash Assets, Gold	59,256,504
Total Liabilities, including re-insurance reserve	49,292,061
Cash Surplus to Policyholders	9,964,423
Total Amount of Claims Paid	186,673,461

Assets in United States Held by Trustees, \$7,441,934

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE

558 Sacramento St. San Francisco

E. T. NIEBLING, Manager
R. C. MEDCRAFT, Assistant Manager



Main Offices
56 Cedar Street

ORGANIZED
APRIL 13th, 1853

THE HOME Insurance Company NEW YORK

ELBRIDGE G. SNOW,
President

The completion of SIXTY YEARS finds THE HOME in the premier position among the Insurance Companies of the world not only in respect of FIRE ASSETS and SURPLUS to POLICY-HOLDERS—but with an unexcelled record for fair dealing in every emergency as well as in ordinary routine—with an unsurpassed equipment, and with the ability as well as the readiness to serve the public, its agents and brokers.

1792—FIRE INSURANCE**AUTOMOBILE INSURANCE—1914**

Insurance Co. of North America

OF PHILADELPHIA

ASSETS, \$17,938,783.51

Alliance Insurance Company

OF PHILADELPHIA

ASSETS, \$ 2,288,274.81**PACIFIC COAST DEPARTMENT :****JAMES C. JOHNSTON, General Agent****J. K. HAMILTON, Asst. General Agent****Alaska Building, 324 Sansome St.****SAN FRANCISCO****SPECIAL AGENTS****A. C. WRIGHT, San Francisco****F. J. MAYER, San Francisco****W. F. KUHL, Los Angeles****G. F. GUERRAZ, Seattle, Wash.****M. H. REEVES, Spokane, Wash.****G. L. CAMP, Billings, Montana****FIRE**

Tucson Springs, Tehama co., Cal., Aug. 20.—Fire destroyed Big Cottage, containing 16 rooms.

Portola, Plumas co., Cal., Aug 20.—Our Chinese laundry burned. The volunteer fire department did good work.

The National Ben Franklin has cut its semi-annual dividend from 16 to 4 percent because of unusual fire losses.

Spokane, Aug. 30.—Warehouse and contents of Spokane Paper and Stationery Co. burned today with heavy loss. Additional property damaged. Total loss perhaps \$85,000.

Shelton, Wash., Aug 27.—Restaurant range caused fire which damaged much adjacent property also. Total loss perhaps \$40,000. There are eighteen loss claimants.

The Dalles, Ore., Aug 29.—Fire in business section caused loss totaling perhaps \$85,000. The Odd Fellows Bldg. and Brills Dry Goods store were the heaviest losers. There are about twenty-five loss claimants.

Redding, Cal., Sept 9.—In trying to rid a bedstead of vermin last night, A. R. Haskins set fire to his house with gasoline. Sam Haskins, a brother and neighbor, was so badly burned in trying to save the household effects that he died today.

Rainwater & Hellum, Little Rock, wrote a prohibited risk, which burned before the daily report reached the home office. Loss \$5,259, for which the Hartford Fire is now suing these agents.

LIFE

The Postal Life rewarded the new life insurance Call and Post with a double column ad.

The Agency Co., at Boise, composed of lightning strikers, has contracted to deliver \$1,000,000 new business to the Western States Life. At what cost?

The National Life Insurance Company of the United States of America

has definitely decided to hold its 1915 agency meeting on the Pacific Coast sometime during the Exposition.

The People's Life Insurance Company, Frankfort, Ind., is conducting an agency contest whereby all agents writing a certain volume of insurance between August 1st, 1914 and August 1st, 1915, will be given a trip to the Panama-Pacific International Exposition next summer.

GOOD AGENTS WANTED

THE

West Coast Life Insurance Co.

Home Office: West Coast Life Building, Northwest Corner
Pine and Leidesdorff Streets, San Francisco

ORIGINAL AND ATTRACTIVE
ORDINARY AND INDUSTRIAL

Policies Which Meet With Instant Favor

OFFICERS— THOS. L. MILLER, *President*
C. O. G. MILLER, *Vice-President*
JULIAN SONNTAG, *second Vice-President*
WILLIAM C. HAMMOND, *Secretary*

Health and Accident Insurance

KIMBALL C. ATWOOD, *President*
WILFRID C. POTTER, *Secretary*

The
Preferred
Accident Insurance Co.
OF NEW YORK.

Assets, January 1, 1914	\$2,981,585 43
Surplus and Reserve (including Capital) for the Protection of Policyholders	2,608,958 71
Claims Paid, Over	9,000,000 00
Voluntary Reserve for Contingencies	100,000 00

HEALTH AND ACCIDENT POLICIES

The Best Insurance for Business and Professional Men The Easiest Insurance for Agents to sell
Liberal Commissions and Renewal Contracts to Good Men

GEO. C. FARRELL, Manager Pacific Coast Dept.

456-457-458 Mills Building, San Francisco

THE FIDELITY & CASUALTY CO. OF NEW YORK

92 Liberty Street, New York, N. Y.

ANNUAL STATEMENT, DECEMBER 31, 1913

Assets	\$11,063,356 70
Liabilities	8,055,163 65
Capital	1,000,000 00
Surplus over all liabilities	2,008,193 05
Losses Paid to December 31, 1913	44,841,703 50

This company issues contracts as follows :

Fidelity Bonds; Surety Bonds; Accident, Health, and Disability Insurance; Burglary, Larceny, and Theft Insurance; Plate Glass Insurance; Liability Insurance; Employers, Public, Teams (Personal Injury and Property Damage), Automobile (Personal Injury, Property Damage and Collision), Physicians, Druggists, Owners and Landlords, Elevator, Workmen's Compensation; Steam-Boiler Insurance, Fly-Wheel Insurance.

Pacific Coast Department: { California—CHAS. J. BOSWORTH, General Agent, Merchants Exchange
San Francisco. Washington and Oregon—SEELEY & CO., 111 S. 10th
St., Tacoma; Coleman Bldg, Seattle; Board of Trade Bldg, Portland.



The Prospect Who is "Insurance-Wise"

knows the merits of Prudential Policies.

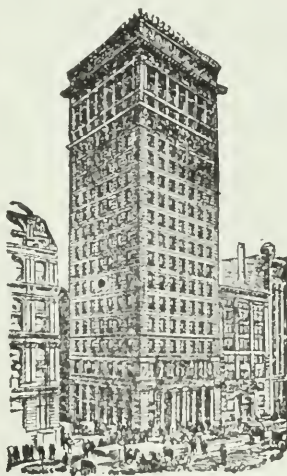
AGENTS WANTED

THE PRUDENTIAL INSURANCE CO. OF AMERICA

FORREST F. DRYDEN, President.

Home Office, NEWARK, N. J.

Incorporated as a Stock Company by the state of New Jersey.



Prevent Losses

through dishonesty. Our
special short form Insurance

Bond guarantees absolute protection.

American Surety Company OF NEW YORK

The Largest Surety Company in the World

RUDOLPH SPRECKELS, RESIDENT VICE-PRES.

JAMES K. LYNCH, RESIDENT VICE-PRES.

CHARLES A. SHURTLEFF, Counsel

R. D. WELDON, Manager, Pacific Coast District

Brewster Cameron, Jr., Acting Mgr. for Northern California and Nevada

Merchants National Bank Bldg. San Francisco. Telephone Kearny 1099

Chicago police report 20,000 accidents yearly. About one-fifth happen in homes. The number of unreported accidents can only be guessed.

The U. S. treasury department has remitted the fine on fire mutuals for failure to make returns for income tax, provided they now do so.

The Pioneer German Fire Insurance Company in America



Hamburg-Bremen Fire Insurance Company

HAMBURG, GERMANY

Organized in 1854

Entered United States in 1858

Total Losses Paid in the United States, \$27,000,000

United States Branch : 123 William Street, - NEW YORK

H. N. KELSEY, Manager

Pacific Department: 340 California Street, - SAN FRANCISCO, CAL.

MACDONALD & MILES, Managers

AGENTS WANTED IN UNREPRESENTED POINTS

CONNECTICUT MUTUAL LIFE INSURANCE COMPANY

President JOHN M. TAYLOR, Hartford, Conn.

Insurance in force, 91663 Policies for - \$218,304,660

WHAT NO OTHER COMPANY HAS DONE

To repay to its Policyholders in Death Claims, Endowments, Dividends, Surrender Values, Annuities and other credits more than they have paid to it in premiums. It stands alone in that result.

Total Premiums received, Dec. 1, 1846, to Dec. 31, 1913	- - - -	\$287,442,080.61
Total returned to Policyholders, as above noted, in same period	- - - -	296,862,956.74
Excess of amount returned	- - - -	9,420,876.13

PACIFIC COAST DEPARTMENT

Williamsburgh City Fire Insurance Co.

Organized 1853

New Brunswick Fire Insurance Co.

Organized 1826

Merchants Fire Assurance Corporation

Organized 1910

North River Insurance Co.

Organized 1822

United States Fire Insurance Company

Organized 1824

WM. W. ALVERSON, Manager

374 Pine Street, - - - San Francisco, California

Fire and Automobile Insurance

Special Agents { R. R. Roper, San Francisco
T. H. Keleher, Los Angeles

A. M. Lovelace, Portland
W. T. Booth, Spokane

AMPLE FACILITIES for Handling
Large Lines.

MARINE

Shippers are warned that marine war risk policies do not cover deviation to avoid of capture.

Marine Loss. — At San Francisco dock, oil steamer San Joaquin. Considerable damage in engine room.

FIRE

Everywhere in California hay is burning.

The National Association of Local Agents at Minneapolis resolved that a victory over underwriters' agency is now in sight.

LIFE INSURANCE

Many Men Die Because Uninsured

It is sometimes said of life insurance that it is a game in which a man must die to win. But it is not true, because the minute a man is insured he wins the certainty that he has an estate to leave his family, and that certainty continues as long as his policy remains in force.

The human body is a composition of gasses—chiefly water—and is sensitive to all adverse influences. When confronted with the probability of death the resisting powers ebb rapidly, and the thought of the helplessness of a dependent family wholly unnerves the body weakened by accident or disease, and increases the fatal probabilities.

And so, in the headline, we assert that perhaps many men die because uninsured. They would "tide over" if buoyed up by the thought that their life insurance will help the family; but depressed by the certainty of no estate, no life insurance, no bar to poverty, the despairing souls sink into the depths of death.

Life insurance certainly lengthens human life. It is the consolation, the stimulant, that tides over the human bark when threatened by the shoals and reefs of disease and death.

J. N. Russell Jr. of the Pacific Mutual Life is one of the vice presidents of the National Association of Life Underwriters for the ensuing year. This is California's first official recognition.

Royal Arcanum.—This order has withdrawn the half-cash privilege, except to members who attain the age of 65 years prior to October 1.

Some of the warring governments of Europe are confiscating credits in banks of the citizens of the countries with which they are in war. This looting is supposed to be quite as honest as other looting practiced in war.

In our Civil War the principal life companies recognized the validity of policies on the lives of Southerners who were necessarily

unable to pay the premium. Some English life offices are now announcing that they will not write off, during the war, any policies which have lapsed because of non-payment of premiums.

A woman entered the office of Smith, Thomas & Thomas, San Francisco, and said: "I want you to insure the life of my husband." She was from Bernal Heights (Goat Hill). "Certainly," said the affable Mr. Smith. "When can your husband come to our office?" "Oh," answered Madam, "he can't come, for he is sick abed." "We must wait, then, 'till he has recovered." "But," said Madam, "I want you to insure his life because he is sick and may die; you advertise to insure lives, and I don't want him to die." Mr. Smith says this visit and inquiry actually occurred. Such is the ignorance of the true nature of "life insurance" among a very poor and ignorant class of people.

* * *

Was not this poor woman justified in assuming that "life insurance" meant just what it says—life certainty?

* * *

Wrong words are used in the business of insurance. Webster says "insure" means to make sure; therefore insurance is the making sure. Logically, life insurance is to make life sure, and fire insurance is to make fire sure—which it too often does. And so with accident and other insurance. Can these misleading (or at least inaccurate) terms be discarded? Insurance is truly indemnity in a stipulated amount. The only thing insured is indemnity for loss incurred within agreed limits for an agreed premium or money payment. In life insurance, "dividends" is a misleading word, too. There are no dividends, for the sum divided is not a division of profits or assets. The so-called dividend in life insurance is a refund of an overcharge—an overcharge made in the interest of safety under a "mutual" contract. "Bonus," used by the English life com-

FIRE

The National Association of Mutual Fire Companies holds its annual meeting in Columbus, Ohio, Sept. 22. Several state insurance commissioners will be among the speakers, and Alfred M. Best will speak on the future of fire insurance in this country.

The Massachusetts insurance department is insistently calling for information as to the liability assumed by H. companies in every large city. It is among the possibilities of the future that state laws will exact this information from all companies.

Albany, Ore., Sept. 3.—Half a block of stores burned.

NEW	<p>MONTHLY INCOME BONDS</p> <p>A new idea added to the Popular Monthly Installment Insurance. Gives the Agent a ready opening by gaining the prospect's willing attention. Complete Line, Life, Limited Pay, Endowments</p> <p>For Contracts, address L. B. Messler, Director of Agencies Home Office</p> <p>SAN FRANCISCO LIFE INSURANCE COMPANY San Francisco, California</p> <p>Southern California Territory, Address W. H. Cramer, President SOUTHERN AGENCY COMPANY 1129 Marsh-Strong Bldg., Los Angeles, Cal.</p> <p>Territory in Washington, Oregon, California, Arizona, Nevada</p>	NEW
NEW		NEW

<p>ORGANIZED 1797</p> <p>The Norwich Union Fire Insurance Society, Ltd. Of Norwich, Eng.</p> <p>ASSETS OVER \$10,000,000 LOSSES PAID OVER \$100,000,000</p> <p>Northwestern Fire and Marine Insurance Co., Of Minneapolis, Minn.</p> <p>Assets, - \$995,596 Capital, - \$300,000 Surplus, - \$334,591</p> <p style="text-align: center;">PACIFIC DEPARTMENT</p> <p>J. L. FULLER, Manager 332 Pine Street, SAN FRANCISCO</p>		
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	<p>Pacific Coast Department</p> <p>Aachen & Munich Fire Insurance Company</p> <p>430 California St., - - San Francisco, Cal. A. C. OLDS, Manager</p>	
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Caledonian Insurance Company, of Scotland

FOUNDED 1805

"THE OLDEST SCOTTISH INSURANCE OFFICE."

UNITED STATES HEAD OFFICE: Caledonian Building, 50-52 Pine St., New York
CHAS. H. POST, U. S. Mgr. R. C. CHRISTOPHER, Asst. U. S. Mgr.

CALEDONIAN AMERICAN Insurance Company THE SCOTCH UNDERWRITERS

PACIFIC COAST DEPARTMENT: San Francisco, Cal., 430 California Street

A. C. OLDS, Manager Balfour, Guthrie & Co., Directors

FIELD REPRESENTATIVES:

CHAS. A. COLVIN, Supt. of Agencies, Portland, Or. WARREN CAMPBELL, Special Agt, Los Angeles
ED. E. PANABAKER, Special Agt, Sacramento, Cal. PAUL ST. JOHN, Special Agent, San Francisco

THE LONDON ASSURANCE CORPORATION OF LONDON

Cash Assets. . . . \$24,899,825.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS — C. W. ROHRER, Los Angeles, Cal.; ROD E. SMITH, Portland, Oregon;
T. S. HEATH, Denver; J. E. JOHNSON, Spokane; P. R. WEINMANN, B. L. PENFIELD, San Francisco.
PERCY J. PERRY, Seattle.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. HACKETT, Supt. of Agents

Pacific Branch—Southeast corner Sansome and Pine Sts., San Francisco

Lockjaw

The tetanus bacillus is everywhere, because it flies with dust. It is found in the country and is transported to the city through horses' feed. The manure of the street abounds with the bacilli. On country soil it lies near the surface and seems most easily found about rotting wood. Vegetables not thoroughly washed probably carry the spores of tetanus. A wound, especially one not bleeding, as in the heel or in the callous part of the great toe, is favorable for the development of tetanus or lockjaw. Bacteria favorable to the development of the bacilli seem necessary, and the application of any antiseptic is in large degree a preventive. It is asserted also, that the oxygen of the blood kills tetanus bacilli. Squeezing blood out of the wound

may therefore save life. Tetanus can be transmitted to animals by inoculating them subcutaneously with hay dust.

The Wisconsin department issues a report which gives the loss and expense ratios on the basis of premiums earned. It also gives percentages of investment expense to interest earned and losses and expenses and dividends to total income earned. The results are some times surprising, but the conclusions to be drawn are not always correct.

North Yakima, Wash., Aug. 29.—Gasoline explosion caused warehouses to burn, with loss of \$50,000.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . \$25,000,000.00

ASSETS IN UNITED STATES, \$2,826,707.00

Office: 100-106 Sansome St., San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

SURETY

Philadelphia is suing the Southwestern Surety Co. of Texas upon a surety bond of \$6,600, on a contractor who failed for \$1,460. This is only one of several suits brought against the company in Philadelphia.

The Fidelity & Deposit has heavy deposits in the warring European countries.

GENERAL

The clearing house certificates in

the East—seemingly unnecessary—together with the emergency currency—likewise seemingly unnecessary—look like inflation and may explain Coast banks' refusal to pay out gold, though deposited by depositors.

The great war has shut off special supplies used by many American manufacturing factories. Will this fact increase factory losses?

In Texas over fifty dwellings burn every day.

ONE HUNDRED AND FOUR YEARS OLD

North British & Mercantile

Insurance Company

Of London and Edinburgh

Pacific Department of the United States Branch, 76 William St., New York City

ASSETS OF THE UNITED STATES BRANCH
(which are but a small part of total fire assets of the Co.)**\$9,139,794.00****E. G. RICHARDS, Manager****W. S. BERDAN, Deputy Asst. Manager****GEORGE M. WARD, Resident Sec'y Local Dept.**

234 Pine Street, San Francisco, California.

Field Representatives—E. J. Young, 201 American Bank Bldg, Seattle, Wash.; P. W. Gedney, 504 Empire State Bldg., Spokane, Wash.; E. C. Willey, 1615 Tremont St., Denver, Colo.; C. Harris, 515 Title Ins. Bldg., Los Angeles; H. E. Smith, 224 Henry Bldg., Portland, Or.; G. W. Dearborn, F. J. Schoeneman, C. F. Milliman, San Francisco.

AGENTS WANTED

Every Company that advertises wants Permanent Agents. Have you any business? Are you about to change companies? Are you newly engaged in Insurance? Do you intend to go into the business?

THEN

Hustle! Get busy! Write to our Advertisers. Don't be verbose nor uncertain. Don't write from Los Angeles or Portland or Seattle and ask some big company, Are you represented here? Of course the company is represented there. Probably it is represented everywhere. But it may be contemplating a change, or its present agent may be flirting with the special of another company.

It Will Do No Harm

to get on the waiting list. It is legitimate for you to write modestly, "Consider me an applicant if you want another agent here." "I control \$—— in premiums." "My business is chiefly ——." "I want a company, and if you are unrepresented in this town or contemplate a change of representation let me submit particulars to you."

If you can write some life or accident business on the side or exclusively, the live companies which advertise are

Looking For You

They will give you the glad hand and the warm eye. They will pay you a handsome commission, too.

Scottish Union and National

**Insurance Company
Of Great Britain.**

Organized 1824,

North American Branch:

Hartford, Conn.

**JAMES H. BREWSTER
MANAGER.**

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.

JOHN M. HOPKINS, State Agent,
JOHN L. REAMS, Special Agent,
706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

H. C. EDMUNDSON, Realty Building,
Spokane, Wash.,
Montana and Idaho

H. W. FORES, San Francisco, Cal.,
General Agent, California, Nevada, Arizona.

**SAN FRANCISCO OFFICE:
409 California Street**

Greenville, Plumas co., Aug. 19.—Several hundred men were used in fighting the disastrous fire which swept through Sook's Canyon into Mountain Meadows, doing several thousand dol-

lars' worth of damage. It started in the north end of Indian Valley. Several barns in Indian Valley were destroyed. One belonged to James Ross and contained eighty tons of hay.

ARE YOU PLEASED?

IF NOT, SEE

US

POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
OCCIDENTAL LIFE INSURANCE CO.
OF CALIFORNIA

"THE DURABLE"

THIRD FLOOR GROSSE BLDG.

LOS ANGELES, CAL.



NEW YORK UNDERWRITERS AGENCY

Cash Assets January 1, 1914,	- - -	\$26,525,973.85
Net Surplus January 1, 1914,	- - -	8,048,522.13
Surplus to Policyholders January 1, 1914,	-	10,048,522.13
Losses Paid, Over	- - - -	167,060,500.00

H. R. MANN, Manager

F. M. BRANCH, H. R. MANN Jr., Assistant Managers

Pacific Department: 339-341 Sansome St., San Francisco

SPECIAL AGENTS AND ADJUSTERS:—V. H. QUITZOW, A. C. ANDERSON, SAN FRANCISCO, CAL.; A. E. BAILEY, SEATTLE, WASH.; H. HARRY SMITH, LOS ANGELES, CAL.; H. B. HAGEN, SPOKANE, WASH.

W. R. BROCK, President

W. B. MEIKLE, Vice-President and General Manager

BRITISH AMERICA ASSURANCE CO.

OF TORONTO

(INCORPORATED 1833)

(FIRE)

United States Assets	\$1,889,181.35
Liabilities in United States	1,161,272.95

Surplus \$727,908.40

MILLER, HENLEY & SCOTT,

129 Leidesdorff Street, - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

The Panama Pacific International Exposition has issued a wonderful good book on the canal and the fair. The illustrations are very fine. The color effects are superb. If the fair is half

so beautiful, people will go half round the world to see it.

Wilkeson, Aug. 28.—Fire started in People's saloon, recently closed, and damaged adjacent property.

American Central INSURANCE COMPANY

of St. Louis

Established 1853

Assets, \$5,549,279 Surplus to Policyholders, \$2,410,275 Losses Paid, \$26,531,745

St. Paul F. & M. INSURANCE COMPANY

of St. Paul, Minn.

Established 1865

Assets, \$8,785,319 Surplus to Policyholders, \$3,351,370 Losses Paid, \$44,006,102

LLOYDS PLATE GLASS INSURANCE COMPANY, NEW YORK

Mercantile F. & M. UNDERWRITERS

of St. Louis

Minnesota UNDERWRITERS

of St. Paul

Assets, \$5,549,279

Assets, \$8,785,319

Surplus to Policyholders, 2,410,275

Surplus to Policyholders, 3,351,370

TERRITORY—California, Oregon, Washington, Idaho, Montana, Utah, Nevada and Arizona

CHRISTENSEN & GOODWIN, Managers*Pacific Department:—235 to 241 SANSOME STREET, SAN FRANCISCO.***Fire Association**

Organized 1817

Of PHILADELPHIA

Began on Coast 1873

Paid \$1,835,930 San Francisco Conflagration LossesCash Capital, - \$ 750,000.00
Net Surplus, - 2,558,864.84Cash Assets, - \$9,154,808.16
Policyholders Surplus, 3,308,864.84**PHILADELPHIA UNDERWRITERS**

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets, - \$26,907,330.00

Surplus to Policyholders, - \$12,185,135.00

Net Losses Paid in San Francisco in 1906, - - \$5,064,178.03

FRANK M. AVERY, Manager California, Arizona and Nevada

Special Agents: T. F. O'GRADY, San Francisco; GEO. F. STANIFORD, Los Angeles

315 California Street, - - - San Francisco

Coast Review 1913**INDEX**Copies can be had by addressing the publisher
1103 Merchants Exchange Bldg.,
San Francisco**BOOK OF FORMS**

This new Book of Forms is now under way. The Forms are those adapted to the Pacific Coast. The price will be \$1.50, or possibly less. Will be published by The Coast Review, San Francisco.

The Golden Anniversary Convention of the Travelers Ins. Co., is an attractive book of over 150 well printed pages. The idea which blossomed into this very successful company came to Mr. Batterson when in England he bought in 1859, an insurance ticket issued by the Railway Passenger Insurance Society of London. This ticket is now in the possession of the Travelers. This company began writing life insurance in 1866, two years after writing accident insurance. We have added this book to our private library.

Pacific Department, Insurance Exchange, San Francisco

CONNECTICUT | WESTCHESTER

FIRE INSURANCE CO.

OF

HARTFORD

ESTABLISHED 1850

BENJ. J. SMITH,
Manager

FIRE INSURANCE CO.

OF

NEW YORK

ESTABLISHED 1837

GUY FRANCIS,
Asst. Manager

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by
the State of Massachusetts

Incorporated 1849

Total Assets \$ 10,943,902 88

Total Liabilities 8,612,529 02

Net Surplus 2,331,373 86

SURPLUS TO POLICYHOLDERS, \$4,331,373.86

NEWARK

Fire Ins. Co.

of Newark, N. J.

Oldest Fire Insurance Company Chartered by
the State of New Jersey

Incorporated 1811

Total Assets \$ 2,009,892 77

Total Liabilities 1,401,859 21

Net Surplus 608,036 56

SURPLUS TO POLICYHOLDERS, \$1,108,033.56

OFFICE: KOHL BUILDING,

Corner California and Montgomery Streets, San Francisco

GEORGE W. DORNIN, Manager **JOHN C. DORNIN, Asst. Manager**

SUPERINTENDENTS OF AGENCIES

J. F. R. WEBBER GEO. C. CODDING L. B. ROGERS J. E. CRANDALL C. H. ANDERSON
FRANK H. YOUNG H. K. NOURSE

Dates are being raised successfully
in Imperial Valley, Cal.

Lloyds had \$150,000 on a racehorse
which recently died.

FIRE

Foreign Companies' American Securities

The New York state insurance department is in receipt of many inquiries regarding the effect of the European war on the foreign insurance companies of other countries doing business in New York. In reply to one of such inquiries, Superintendent Hasbrouck wrote as follows:

"In reply to your letter of the 3rd inst., I have to say that, of course, the deplorable state of war in Europe has and will affect the market value of securities, but you may rest assured that the insurance department of the state of New York will allow nothing to be done by any of the foreign companies that shall in any way jeopardize the interests of policyholders insured in these companies, and that any securities in the custody, care or control of the department, or held by any trustees, for the protection of policyholders, will be sacredly kept for that purpose."

Seattle, Aug. 31. — Dietz building, 907 Alki avenue, destroyed. Firemen helpless because of lack of water pressure. Dense fog, and fireboats Duwamish and Snoqualmie did not arrive in time. West Seattle market and C. W. Cordray pool room and restaurant also burned.

Shelton, Wash. — This county seat lost two business blocks by fire, Aug. 27. Loss \$40,000.

Willows, Cal., Aug. 8. — A \$5,000 steam-driven combined harvester and 10,000 sacks of barley burned on Andrew Kaiser ranch, near St. John. Fire started in middle of a cut grain-field. Nobody knows how it started. Fire extended to 180 acres of dry standing barley and burned it. The south wind lifted burning straw across plowed ground. The engineer turned on too much steam, trying to get the harvester into a creek, and blew out a cylinder head. Loss \$10,000.

Tacoma, Aug. 30. — Two story bldg at East 13th and Portland ave, a store below and dwg above. Damages \$1,800 fully covered.

Keswick, Cal., Aug. 26. — County bridge over Sacramento river, a wood and steel structure, burned with the speed of the wind. No means of fighting fire. Loss \$8,000; no insurance.

Los Molinos, Cal., Aug. 26. — Warehouse, 600 tons hay, 2,000 sacks of grain, and the cannery building (unoccupied), close to burning warehouse. Supposed spontaneous combustion of new hay.

S. F., Aug. 26. — One story corrugated iron and frame building, 621 Florida st., owned by Central Iron Works. Cause, explosion of receiving tank for air pressure compressor.

Forest fires raging in all the Coast states.

HOME LIFE INSURANCE COMPANY

OF NEW YORK

An examination of the Home Life of New York by the New York Insurance Department, the report on which has just been issued, shows the Company to be in splendid condition in every respect with an excellent record in all of its relations with policyholders. The chief examiner closes the report on the examination as follows:

"From the above report it is apparent that the company is efficiently managed, its claims under its policies promptly settled and its policyholders treated fairly."

During the period under examination the Home Life has experienced a steady and sound growth, its assets now nearly \$30,000,000, being well over five millions greater than in 1909 and the insurance in force having increased from \$92,532,533 in the year mentioned to over \$116,000,000 in 1913.

For Agency apply to

GEO. W. MURRAY, Supt. of Agts.,

256 BROADWAY, NEW YORK, N. Y.

The FRANKFORT General Insurance Co.

Established 1865

Entered United States 1896

U. S. Department, 123 William St., New York, N. Y.

Workmen's Compensation

Workmen's Collective

Liability

Burglary

Personal Accident and Health

Industrial Accident and Health

Agents Wanted For Unoccupied Territory

Apply to New York office or to

WALTER A. CHOWEN,

Resident Secretary

340 Sansome Street

San Francisco

Central California Agency

BEN LEONARD COMPANY

617 "J" St., Sacramento, Cal.

Southern California Agency

CONSOLIDATED AGENCY COMPANY

334 Central Building, Los Angeles, Cal.

National Union Fire Insurance Company

of Pittsburg, Pa.

Cash Capital, - - - - - \$1,000,000.00

Surplus to Policyholders, - - - - - 1,545,227.00

Assets, - - - - - 4,136,638.00

METROPOLITAN DEPARTMENT

SAN FRANCISCO

604 Merchants Exchange Building

DIXWELL DAVENPORT, Manager

FIELD REPRESENTATIVES:

R. R. Roper, NORTHERN CALIFORNIA

604 Merchants Exchange Bldg, San Francisco

Wm. M. Stodghill, SOUTHERN CALIFORNIA

302 Stimson Building, Los Angeles, Cal.

Several schoolhouse fires have occurred recently in California. Some of these fires it is asserted are of incendiary origin.

The largest paid admission-attendance of the Panama-Pacific International Exposition was registered on Sunday, August 1, when 7,054 persons paid twenty-five cents admission. The previous record was the Sunday preceding when the attendance was 6,430. The daily attendance now runs more than 1,000. No special programs are being offered and the advanced stage of completion is the drawing card.

The exhibit palaces at the Panama-Pacific International Exposition at San Francisco in 1915 will be open by day, closing at sundown, but the concessions' district, the great "Zone" will remain open until eleven o'clock at night. Admission to the exposition grounds for adults will be 50c, while for children under twelve it will be 25c.

COMPENSATION

1 Scratched Thumb Costs \$2,079 to City

Richmond, Cal., is the first municipality in California to have a liability tacked upon it by the employers' liability act. It has been ordered by the Industrial Accident Board to pay \$2,079 to the widow of Peter Favero, formerly janitor of the public library, who lost his life while in the city's employ. Favero, while performing his duties in the library, scratched one of his thumbs. Blood poisoning set in and Favero, while confined at his home, was attacked by pneumonia and died. It was decided that the blood poisoning complication induced the pneumonia.

The city council has ordered a first payment of \$22.66 and \$8.66 weekly until the entire sum is paid, this being in accordance with the terms of the award.

FIRE

Santa Rosa, Cal., Sept 16. — New hop kiln of Milton Wasserman, in hop field near here, destroyed by incendiary fire today. Matches had been strewn among the hops in the field. When put in the kiln they ignited. Former employees are under arrest. One had the same Domino matches and a candle in his pocket. This is the fourth attempt.

An official report of a fire at Burnaby, B. C., says sawmill of \$1,600 value and \$2,275 insurance belonging to Ardley Lumber & Shingle Co.

Woodland, Cal., Sept. 7. — Walnut st. grammar school. Incendiary. Also cotton waste saturated with oil found, Sept. 6, on residence of Henry Wright. Believe same incendiary as set school afire.

Venice, Cal., Sept. 9. — Venice Union Polytechnic High School fr. bldg. destroyed by fire this evening, also equipment. Loss \$40,000. No breeze blowing, otherwise business section might have gone. Adjoining garage, containing much gasoline, was saved. Fire started in auditorium and may have been incendiary. Venice has a new \$250,000 high school building.

Eureka, Cal., Sept. 2.—Road house of M. Rochat burned.

GERMANIA

FIRE INSURANCE COMPANY,

NEW YORK.

ORGANIZED 1859.

Statement, January 1, 1914.

Cash Capital, - - -	\$1,000,000 00
Assets, - - - - -	7,260,197 27
Net Surplus, - - -	2,596,266 99
Surplus for Policyholders	3,596,266 99

HEAD OFFICE

Cor. William and Cedar Sts.

FIRE**NIAGARA FIRE** Insurance Company

Assets, - \$6,916,921.00 Surplus to Policyholders, - \$3,503,411.00

DETROIT FIRE & MARINE Insurance Company

Assets, - \$2,278,039.00 Surplus to Policyholders, - \$1,574,706.00

NIAGARA - DETROIT UNDERWRITERS

Assets, - \$10,742,403.00 Surplus to Policyholders, - \$5,862,302.00

EDWIN PARRISH, Manager*Pacific Coast Department 334 Pine St., - San Francisco*

A Detroit agency failed for \$16,400.
The agency has a capital stock of \$100,-
000 and has been a promoter of new
companies.

Good Territory**OPEN TO
RIGHT MEN**

—those who know how and can pro-
duce applications and settle policies
—always ready to negotiate with men
of experience, energy and enthusiasm.

**UNION MUTUAL LIFE
Insurance Company**

PORTLAND, MAINE.

FRED E. RICHARDS, PresidentAddress ALBERT E. AWDE, Supt. of Agencies
7 W. Madison St., Chicago, Ill.**GEO. ELLIOTT HUNT, Manager**
Shreve Bldg., San FranciscoT. H. McAllis, Manager, Sherlock Bldg.,
Portland, Ore.P. B. Duren, Manager, Boston Block, Seattle,
Wash.The Western States Agency Co., Manager,
225 Foster Building, Denver, Col.

J. E. Evans, Manager, Vancouver, B. C.

THE**Standard Accident**

Insurance Company

Of Detroit, Mich.

LEM W. BOWEN, President

J. S. HEATON, Secy.

Cash Capital, \$ 500,000**Gross Assets, - 4,377,439****Claims Paid, - 16,500,000**

Writes Accident and Sickness Insurance,
Accident Policies Provide for—Unlimited In-
demnity, Beneficiary Benefits, Accumula-
tions, Optional Benefits, Hospital Indemnity,
Combination Features, Surgeons' Fees Where
no Claim for Disability is Made, Special
Benefits for Sunstroke, Freezing, Etc.

Accident and Sickness Insurance for Women.
Contracts Practically Without Conditions.

CLARENCE F. BRIGGS.

SUPT. PACIFIC COAST DEPARTMENT.

California, Oregon, Washington, Idaho, Nevada, Ari-
zona, Utah, and the Hawaiian Islands.**Mills Bldg., San Francisco**

H. H. HAIGHT, District Agent.

Contracts Unexcelled. Agents Everywhere.

Another evil effect of the war in
Europe is that it keeps the American
congressman at work in Washington.

Washington shingle weavers earn
\$7 a day.

SAMPLE PAGE COAST REVIEW FIRE CHART --- 1914 -15

FOREIGN COMPANIES

CAPITAL. NET SURPLUS. YEAR ORGANIZED.	FINANCIAL CONDITION					INCOME		EXPENDITURES			RATIOS		PACIFIC DEPT.		
	GROSS FIRE ASSETS	LIABILI- TIES	SURPLUS AS TO POLICY- HOLDERS	REINSUR- ANCE RESERVE	NET PREMIUMS RECEIVED	TOTAL INCOME		TOTAL EXPENDI- TURES	LOSSES PAID	EX- PENSES	LOSSES TO PREMIUMS	EXP'S TO PREMIUMS	PREMI- UMS RECEIVED	LOSSES PAID	LOSS RATIO
JANUARY 1st.	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	%	%	\$	\$	%
Hamburg-Bremen Fire Hamburg, 1851	1914 1,914,015	1,383,870	560,145	1,232,415	1,299,915	1,381,617	1,381,617	1,346,789	784,296	562,493	58.4	45.1	43,943	29,943	71.6
	1913 1,963,902	1,407,924	555,978	1,216,421	1,312,273	1,362,015	1,362,015	1,480,920	816,714	581,232	60.8	43.3	50,782	29,432	57.9
	1912 1,970,916	1,403,960	566,955	1,173,917	1,351,971	1,539,319	1,539,319	1,585,156	796,564	557,184	58.9	41.2	82,650	52,166	62.4
	1911 1,985,139	1,321,696	663,413	1,154,792	1,390,848	1,465,092	1,465,092	1,431,647	742,694	560,441	53.4	40.3	91,527	46,761	51.7
	1910 1,997,369	1,412,143	585,125	1,281,181	1,331,328	1,510,990	1,510,990	1,524,556	895,359	562,832	67.2	38.7	80,365	35,931	44.2
Law Union & Rock London, 1825	1914 1,273,299	503,564	769,734	418,471	448,810	918,373	918,373	523,986	269,703	198,903	60.0	44.0	181,098	104,648	57.7
	1913 889,125	520,042	369,083	451,161	511,403	648,912	648,912	588,862	303,877	202,404	59.4	39.5	176,992	80,342	45.4
	1912 816,187	486,217	359,970	423,880	467,243	669,660	669,660	523,740	238,983	203,935	51.1	43.6	171,848	63,682	37.0
	1911 703,819	446,507	257,312	393,306	421,217	459,987	459,987	435,525	186,513	189,706	44.3	45.0	149,205	70,395	47.1
	1910 703,437	417,875	285,562	375,353	402,101	426,651	426,651	333,191	158,679	174,515	38.2	44.6	144,354	58,928	40.2
Liverpool & Lon. & Globe Liverpool, 1836	1914 14,263,816	9,632,630	4,631,216	8,322,623	8,908,994	9,445,503	9,445,503	8,716,796	4,632,432	3,180,512	52.0	35.2	861,169	393,389	45.6
	1913 13,739,219	9,723,246	4,015,973	8,102,568	8,886,107	9,429,073	9,429,073	9,467,673	4,760,732	3,283,244	53.5	36.9	962,998	337,698	35.0
	1912 13,784,521	9,302,532	4,481,989	7,703,100	8,393,317	8,931,415	8,931,415	8,811,417	4,556,104	2,841,526	51.2	33.8	1,039,816	352,844	33.9
	1911 13,745,409	8,589,434	5,155,975	7,147,790	8,001,144	8,553,018	8,553,018	8,538,379	3,833,469	2,802,074	48.1	35.0	1,162,404	386,075	33.2
	1910 13,885,803	8,405,651	5,480,148	7,000,150	7,839,471	8,612,501	8,612,501	7,874,383	3,772,925	2,532,857	47.0	33.3	1,157,856	458,507	37.0
London Assurance Capital \$2,241,375 Net Surplus 6,221,530	1914 12,898,845	4,435,940	8,462,905	3,700,120	5,541,860	5,939,935	5,939,935	5,417,760	3,108,805	1,702,975	56.0	30.0	794,366	350,058	44.0
U. S. Branch in light figures	1914 3,814,383	2,677,662	1,136,721	2,248,610	2,638,899	2,867,398	2,867,398	2,824,392	1,328,191	1,086,989	50.3	41.1	794,366	350,058	44.0
	1913 3,832,727	2,631,363	1,201,364	2,113,205	2,711,286	2,944,914	2,944,914	2,825,979	1,309,822	1,003,823	48.3	37.0	745,859	294,982	39.5
	1912 3,747,332	2,520,923	1,226,408	2,058,925	2,521,559	2,711,363	2,711,363	2,606,464	1,224,024	966,299	48.5	38.3	644,339	241,883	37.5
	1911 3,665,813	2,470,737	1,195,076	2,049,888	2,561,091	2,895,263	2,895,263	2,575,629	1,231,572	958,614	48.1	37.4	637,158	264,510	41.5
	1910 3,377,468	2,227,776	1,149,692	1,886,299	2,018,265	2,101,496	2,101,496	1,583,521	807,264	776,257	40.2	37.8	620,676	242,101	39.0
London & Lancashire Fire Liverpool, 1861	1914 4,871,204	3,041,276	1,829,928	2,799,168	2,711,700	2,958,882	2,958,882	2,535,886	1,181,763	1,051,049	43.5	38.4	476,809	212,417	44.3
	1913 4,550,283	2,935,845	1,614,438	2,696,332	2,661,549	3,077,493	3,077,493	2,803,751	1,201,989	1,060,688	45.1	39.8	471,801	148,053	31.2
	1912 4,424,613	2,794,619	1,629,994	2,570,975	2,575,606	2,861,797	2,861,797	2,514,425	1,172,085	995,989	45.5	38.6	471,613	189,805	40.5
	1911 4,102,037	2,663,216	1,438,120	2,365,206	2,476,585	2,623,760	2,623,760	2,463,569	1,112,497	921,071	44.9	37.2	491,763	223,806	45.5
	1910 3,875,361	2,571,060	1,391,108	2,237,966	2,363,932	2,491,212	2,491,212	1,847,631	993,653	853,978	40.2	36.1	494,105	177,916	36.0

MISCELLANEOUS

Casualty, surety, liability, etc., premiums yield a great American total. The particulars appear elsewhere. New York state leads with \$26,000,000. Illinois is second, with \$13,300,000. California is sixth, with \$5,720,000.

CASUALTY

The London & Lancashire Fire's new American casualty company will not be organized at present, because of the war. When organized, probably next year, it will take over the United States business of this company's London & Lancashire G. & A. Co. of Canada.

In the North the Hartford Accident & Indemnity goes to J. M. E. Atchinson and Henry Hewitt.

Albuquerque. — Interstate C. & G. Co. has taken over the Occidental's monthly premium and railroad accident business.

SURETY

The outlook for the insurance business in San Francisco and California is now greatly improved. The rate on contract bonds has been increased from one-half to one percent and will probably be again doubled.

LIABILITY**Compensation for Bee Sting**

San Mateo Cal., Sept. 12.—George W. Bliel, a city employe, who was stung by a hornet, received compensation today under the employers' lia-

bility act. Bliel was engaged in removing weeds from the sidewalk under the direction of Superintendent of Streets George A. Bartlett. In so doing he disturbed a hornet's nest and one of the resentful insects stung him on the eyelid. Bliel had to be treated at the hospital. The city received a check for \$10.50 today to cover cost of medical expenses and compensation to Bliel.

LIFE

The Southland Life is now writing in New Mexico. How about these New Mexican risks?

The Chicago Life, a new promotion, has been declared insolvent.

June business of the Pacific Mutual is \$3,945,280. This is \$905,480 better than the new business or any previous month's business. A Los Angeles agency produced \$1,129,490.

Victoria, B. C., Aug. 31. — The mayor proposes to exclude American newspapers, because of their exaggerated reports of war news and defeats.

The Union Central Life is issuing new policies.

Probably seventy-five life insurance companies will hold agency meetings in San Francisco in 1915.

The Modern Woodmen order is reinstating, without a medical examination, all members who lapsed because of the increase of rates. The lower rates, which are too low, have been restored.

**NORTHERN
LIFE**

The Company with the ever-easy-to-sell
Combination Life, Accident and Health (3 in 1)
Policy—

Pays good, fair commissions—

Gives prompt and satisfactory service to both
policyholders and representatives

In short: A good, all-round, successful com-
pany; full of Life and Energy—The kind you
are glad to connect yourself with—

Write for information—
—No obligation incurred.

HOME OFFICE
SEATTLE
U. S. A.

W. R. BROCK, President

W. B. MEIKLE, Vice President and General Manager

WESTERN ASSURANCE CO.
OF TORONTO (INCORPORATED 1851)

United States Assets	\$2,578,165.00
Liabilities in United States	1,524,276.00
Surplus	\$1,053,889.00

PACIFIC COAST DEPARTMENT

129 LEIDESDORFF STREET - - - SAN FRANCISCO

MILLER, SCOTT & HENLEY, Managers.

Total Assets Represented over \$20,000,000

Svea

Insurance Company
of Gothenburg

Agricultural

Insurance Company
Watertown, N. Y.

Globe & Rutgers Fire

Insurance Company
of New York

Hamilton Fire

Insurance Company
of New York

Globe Underwriters

of New York

EDWARD BROWN & SONS

General Agents Pacific Coast Department

202 - 204 Sansome St., San Francisco

22,000 EDITION

It Is for All Local Agents

10th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.50

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

Royal Exchange Assurance

OF LONDON

Incorporated by Royal Charter A. D. 1720

Total Assets Exceed \$32,000,000.00

A Successful Record of Nearly Two Hundred Years.

Losses Paid During That Time Exceed

\$225,000,000.00

United States Branch, 92 William St., New York City

R. D. HARVEY, United States Mgr.

LAWRENCE F. LAMPING, State Agent

For Oregon, Washington and Northern Idaho

310 BURKE BUILDING, SEATTLE

CANTON

Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital paid up (Gold)	- - -	\$ 250,000 00
Cash Assets (Gold)	- - -	2,267,816 75
Net Surplus over Capital (Gold)		1,554,193 31
Bonds on deposit in the U. S.	-	225,000 00

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents

Since January, 1882

J. J. THEOBALD, Manager

320 California Street, San Francisco

[Babcock Building]

PHŒNIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

W. IRVING

General Agent for Pacific Coast

R. GALLEGOS

Assistant General Agent

343 SANSOME STREET

Security Building
(Entrance on Halleck Street)

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employes. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.
Royal Insurance Building

FIRE**Maybe I. W. W. Work**

Marysville, Sept. 5.—Four kilns, three filled with 20,000 pounds of green hops, were destroyed by fire at the E. Clemens Horst ranch, two miles from Wheatland, today. Incendiarism is suspected, as an investigation shows that the fire started presumably from the outside.

Firebugs Burn Hay Barn in San Mateo

San Mateo, Cal., Sept. 13.—Since the burning at midnight tonight of his big hay barn here, at a loss of \$5,000, George A. Notley, a well-known San Mateo county commission merchant, is keener than ever to find the unknown person who, he says, is seeking to ruin him. A month ago a fire, supposedly of incendiary origin, destroyed 20,000 railroad ties belonging to Notley at his sawmill at Pigeon point. A few days later sand was placed in the engine of his auto truck, causing a loss of \$1,000. He has been the victim of other fires which he ascribes to "firebugs."

A group of navvies was proceeding along a street, all convulsed with laughter. Every now and then they would stop and slap each other on the back. A policeman seeing them wished to share in the joke, and going up to them said: "What's the game?" This occasioned another fresh outburst from the navvies, and they explained. "You know that 'igh building at the end of the street? Well, that was on fire. Not a blessed stair was left, and old

Bill 'e was on the top, and dancing abaht like a bantam. So I yells to 'm, 'Bill, jump, an' we'll catch yer in a blanket,' an' 'e jumped and we 'adn't got no bloomin' blanket!"—Argonaut.

Merced, Aug. 18.—The roundhouse and machine shops of the Yosemite Valley Railroad company here were destroyed by fire yesterday at a loss of \$70,000, partially covered by insurance. Three locomotives and considerable machinery were badly damaged. Spontaneous combustion was given as the cause.

The Argus charts show in Western Union territory \$81,195,366 premiums for Western Union companies, a gain of some \$2,200,000. Bureau companies had \$23,534,045 premiums, a gain of over \$700,000. Non-affiliated companies had \$4,452,870, a decline of over a million. Among the latter are Arizona, Austin, Century, Commonwealth of Tex., First National, German of Ill., Globe & Rutgers, Greenwich, Hamilton, Home of Utah, Lumber, National Lumber, Northern of N. Y., Pacific, Stuyvesant, Vulcan of New York, Vulcan of Cal.

Burns, Ore., Aug. 30.—Block of buildings burned with \$50,000 loss. Fire started in livery stable in which twenty-seven horses were burned to death.

The People's National is discontinuing its general agencies in the Southeast.

ESTABLISHED 1873

Office of Edward E. Potter

General Agent

The first office to commence paying losses after the conflagration.
The first office to commence paying in full the face of the policies, without discount, for cash or exchange.
The only general agency that remained in San Francisco where its patrons suffered.
The only office that did not compel its patrons to go to the expense and trouble of going to Oakland for the adjustment of their claims.
The Edw. E. Potter General Agency commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
 It Costs No More**

January 1, 1914

OLD AND
 TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS TO POLICYHOLDERS	.	.	.	.	\$5,212,525 00
UNDIVIDED PROFITS	.	.	.	.	2,319,300 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS TO POLICYHOLDERS	.	.	.	.	\$3,889,296 00
UNDIVIDED PROFITS	.	.	.	.	802,506 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS TO POLICYHOLDERS	.	.	.	.	\$1,893,309 00
UNDIVIDED PROFITS	.	.	.	.	432,560 00

EDWARD E. POTTER, General Agent

W. W. POTTER, Assistant General Agent

Potter Building, 578 Sacramento St.

San Francisco, Cal.

THE COAST REVIEW

INSURANCE

SEPTEMBER

In its 43rd year

WORLD'S INSURANCE CONGRESS

A meeting of the resident members of the National Council was held July 22nd, at the Commercial Club. There was a good attendance of local members of the council, and R. R. Gilkey of New York, representing the Surety Association of America, was also present. The meeting resulted in extensive discussion of three vital points:

First, the seating capacity of the Congress; second, how the representation of various branches is to be apportioned; third, formation of the program.

On the first of these the decision was reached that the seating capacity of the Congress should be 5,000.

A committee of five was authorized whose duty it will be to formulate blanks to be sent at an early date to all members of the National Council, giving in detail the list of associations, number of members in each, and other items which would influence the representation of each association. The following were subsequently appointed by Chairman Wm. J. Dutton to form this committee: Willard Done, chairman; Thomas H. Williams, fire insurance; Thomas L. Miller, life insurance; Leonard C. Jones, casualty and miscellaneous, C. T. Hughes, credit men, bankers, etc.; and George I. Cochran.

The appointment of a committee of five was authorized for the purpose of beginning work on a tentative program, such program to be submitted to the entire membership for suggestions. The committee appointed by the chairman consists of the following: Herbert Folger, chairman; Rolla V. Watt, Thomas L. Miller, Wm. J. Dutton, Edward C. Landis, and George A. Rathbun.

As a result of a lecture delivered by Deputy Commissioner Curran at Denver, the Rocky Mountain region will be well represented in San Francisco during the Exposition. Members of the three branches of insurance, life, fire and casualty, attended the meeting, and plans were inaugurated to call a conference of insurance men in Denver some time in the fall. Among the prominent Denver men interested in the World's Insurance Congress are: Saul Epstein, state insurance commissioner; P. H. Showalter and C. N. Reich, president and secretary of the Colorado Association of Life Underwriters; David Main and M. S. Schayer, president and secretary of the Colorado Association of Local Fire Agents; George W. Beck, president of the Colorado Association of Casualty and Surety Agents; John R. Gimmell, David Jacobs, Newcomb Cleveland, H. A. Hunsicker, R. N. Brown, J. C. Stovall, J. Stanley Edwards, W. W. Booth, J. S. Fabling, E. C. Salle, W. W. Winne, H. A. Smith, E. J. Miller, George Brinsmaid, Paul Stebbins, Leslie Orr, Walter Karcher, George Sanger, Clarence Cobb, Rudolph Hayer, Emil Ockel, W. T. Craft, Frederick Standart, Byron Groves, S. Zwetow and Russell Fant.

STABILITY AND STRENGTH

RESOURCES OVER \$52,000,000.00

SUN INSURANCE OFFICE
OF LONDON

COLONIAL
FIRE UNDERWRITERS
AGENCY

MECHANICS & TRADERS
OF NEW ORLEANS

NATIONAL
OF HARTFORD

MICHIGAN
FIRE AND MARINE
OF DETROIT

SUN
UNDERWRITERS AGENCY
OF LONDON

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ASSISTANT GENERAL AGENTS

Sansome and Sacramento Streets

* **San Francisco, Calif.**

Branch Offices: Los Angeles, Cal., Portland, Ore., Seattle and
Spokane, Wash., and Denver, Colo.

AGENTS WANTED IN EVERY CITY, TOWN AND VILLAGE.

1863

51st YEAR

1914

FIRE

AUTOMOBILE

MARINE

Organized in 1863

Firemans Fund

Insurance Company

Incorporated under the Laws of California.

433 California Street - San Francisco, Cal.

Insurance Exchange Building

Capital, \$1,500,000.00 Assets, \$9,864,872.00

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SECRETARY

A. W. FOLLANSBEE, Jr.

MARINE SECRETARY

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ASSISTANT SECRETARY

JOHN S. FRENCH,

ASSISTANT SECRETARY

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TREASURER

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39 South La Salle St., Chicago, Ill.

Eastern Department

A. K. SIMPSON, Manager

J. W. LITTLE, Ass't Manager

Mason Building

Boston, Mass.

Southeastern Department

..... Manager

Macon, Georgia

Atlantic Marine Department

FRANZ HERRMANN, Manager

79-85 Wall Street, New York

VOL. 87
NO. 4

OCTOBER

SEE PAGE
.....

1914

THE

TELEPHONE KEARNY 5934

Coast Insurance Protection Review

An Insurance Journal and Directory

IN ITS FORTY-FOURTH YEAR

San Francisco: Merchants Exchange Building

The Only INSURANCE Journal in the Pacific West

INSURANCE PUBLISHING CO., Publishers

A View of Broadway, New York
San Francisco Life Underwriters Meet
Projected Insurance Club for 1915
The Mercantile Insurance Expert's Letter
An Oregon Mutual Retires
Coast Department Totals and Percentages
Insurance Men in Public Life
Revised Field Men's Directory
Bates Elected President of Union Mutual Life
Deferred Life Insurance Dividends
Federal Decision in Utah Case
A Washington Fire Decision
A California Life Decision
Why Not a Better Title Than Special
Advance Assessment Reports

Circulating Extensively in all the
States and Territories of the Pacific
West

PRICE 25 CENTS
\$3.00 PER ANNUM

Subscribers in the East, in Europe, in
South America, Japan, China and
Australasia

The Great Fire Insurance Company of the World
ASSETS IN UNITED STATES, - \$14,263,846.95



Established 1836

Entered U. S. 18

The statement of the condition of the United States Branch on the 31st of December, 1913, in accordance with the laws of the State of New York, is as follows:

Assets	\$14,263,846.95
Liabilities	9,632,630.05

Surplus	\$ 4,631,216.90
-------------------	-----------------

As an illustration of the Company's practice in maintaining its Assets in the United States in years of excessive loss, the following figures may interest Policyholders:

Year.	Assets at 1st January.	Income.	Expenditure.	Excess of Expenditure.
1871	\$3,054,361	\$3,163,901	\$5,122,653	\$1,958,752
1872	3,640,450	3,733,101	4,484,999	751,898
1873	4,165,290			

Thus showing EXCESS OF EXPENDITURE in the two years of	\$2,710,650
And INCREASE OF ASSETS in the same time of	1,110,929

PROGRESS OF THE UNITED STATES BRANCH.—Net fire premiums: 1848, \$4,519; 1858, \$471,988; 1868, \$1,739,620; 1878, \$2,422,126; 1888, \$3,928,010; 1898, \$4,979,422; 1908, \$7,427,617; 1913, \$8,907,895.07

LOSSES.—The amount paid in satisfaction of Fire Losses in the United States in the course of 66 years exceeds \$137,000,000. This large sum in conjunction with the growth of the Company's business, evinces the confidence of the public and the faithfulness with which the Company's losses are adjusted and settled.

PACIFIC DEPARTMENT ESTABLISHED 1852
In Company's New Building
444 California St., San Francisco

ROBERT P. FABJ, Manage
THOS. H. ANDERSON, Asst. Mana

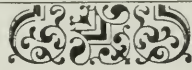
Special Agents:

R. G. BRUSH
W. H. RAYMOND

R. H. ROUNTREE
CHESTER S. MYRICK

HARRISON HOUSEWORTH
F. E. ATKINS

LOGAN B. CHANDLER
GEO. J. JA



Conflagration-Proof Insurance



Losses paid to date, - - over \$166,000,000

PACIFIC DEPARTMENT

GERMAN AMERICAN. PHOENIX OF HARTFORD

GERMAN ALLIANCE. PROTECTOR UNDERWRITERS.

EQUITABLE FIRE & MARINE INSURANCE CO.

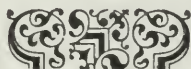
GEO. H. TYSON GENERAL AGENT.
HERBERT FOLGER, ASST. GENL. AGENT

SAN FRANCISCO.

Losses paid in San Francisco, - over \$6,000,000

Total Assets Thirty - Nine Millions

Agents Wanted in every City, town or Village



Representing

The Mutual Life Insurance Company

of New York

You will make money.

The great strength, big dividends and incomparable benefits of the "*oldest company in America*" mean certain success for you.

For Terms to Producing Agents, Address

GEORGE T. DEXTER, 2d Vice-President

34 NASSAU STREET, NEW YORK, N. Y.

Why the Spider Was There

When Mark Twain, in his early days, was editor of a Missouri paper, a superstitious subscriber wrote to him saying that he had found a spider in his paper, and asking him whether that was a sign of good luck or bad. The humorist wrote him this answer and printed it:

"Old Subscriber: Finding a spider in your paper was neither good luck nor bad luck for you. The spider was merely looking over our paper to see which merchant is not advertising, so that he can go to that store, spin his web across the door and lead a life of undisturbed peace ever afterward."

Wife Should Demand Life Insurance

A wife should never stand in the way of that life insurance which is her

only protection from privation and poverty. On the contrary, she should demand it. She should insist that it be regarded not as an extravagance, nor as an investment, but as a necessity. It must come before luxuries, such as super-millinered bonnets for the wife and cigars or beer for the husband. It should come before a savings bank account. In fact, it should arrive with the wedding presents. A husband who cannot afford to put a policy of insurance upon his life in the hands of his bride is too poor to buy a marriage license or to pay a wedding fee.—Collier's Weekly.

Some thirty sea vessels are "tied up" in San Francisco bay, waiting for assurance that they can safely sail past the war ships in Pacific waters.

INCORPORATED 1861

The California Insurance Company

Cash Capital, \$400,000 00

Net Surplus, 191,636 00

Total Assets, 1,141,200 00

E. T. NIEBLING, President
GEO. W. BROOKS, Secretary

W. E. DEAN, Vice-President
J. W. WARNER, Assistant Secretary

HOME OFFICE: Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.

Special Agents and Adjusters

A. N. LINDSAY, Seattle LEIGH H. ROBINS, Los Angeles B. A. SIFFORD, Portland

**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."**

Eastern Department, Philadelphia, FRANK C. STURTEVANT, Manager.
Middle East Department, Pittsburg, LOGUE BROS. & CO., Gen'l Agts.

London & Lancashire Fire Ins. Co. Ltd.

Of LIVERPOOL, ENGLAND

INCORPORATED 1861

Capital Subscribed and on Call, \$23,211,180.00

Total Available Assets, 35,096,835.00

Pacific Department, 332 Pine Street, : : San Francisco

SAM B. STOY, Manager

GEO. ORMOND SMITH, Agency Superintendent, *San Francisco*

W. B. HOPKINS, Local Secretary, *San Francisco*

J. P. YATES, Agency Superintendent, *Los Angeles*

SPECIAL AGENTS—Geo. T. Richmond, San Francisco; N. W. Clayton, Jr., Salt Lake; W. W. Gilmore, Sacramento; G. L. Goodell, Portland; J. P. Hague, Los Angeles; D. H. Parry, Seattle; N. Gardner, Denver.

The "London & Lancashire" is a staunch supporter of the agency system and does not write over the heads of its representatives

Pacific Coast Casualty Company

OF CALIFORNIA

EMPLOYERS' LIABILITY—TEAMS—
GENERAL LIABILITY—WORKMEN'S
COLLECTIVE—VESSELS—ELEVAT-
OR—AUTOMOBILE—PERSONAL AC-
CIDENT—BURGLARY and PLATE
GLASS INSURANCE—FIDELITY and
SURETY BONDS. ∴ ∴ ∴

T. L. MILLER, President

HOME OFFICE:
Merchants Exchange Building
SAN FRANCISCO

The Home of New York protects all its employees from loss of time by injuries, under compensation laws and through employers' liability insurance.

“Forget not, I pray you, the rights of personal freedom. Self-government is the foundation of all our political and social institutions. Seek not to enforce upon your brother by legislative enactment the virtue that he can possess only by the dictates of his own conscience and the energy of his will.”
John Quincy Adams.

Mother — Are you quite happy, Bertha? One of your neighbors said the other day he heard you and your husband quarreling awfully.

Bertha — Pure fabrication, mamma. We haven't spoken to each other for a fortnight.—Fliegende Blatter.

BANKERS LIFE COMPANY

DES MOINES, IOWA

Organized 1879

Insurance Issued and Restored,

1913 (Paid for) - - \$60,907,000.00

Increase in Admitted Assets

for Year - - \$ 2,630,411.43

ERNEST E. CLARK, - President



The Pennsylvania

*Fire Insurance Company
of Philadelphia*

Assets Jan. 1, 1914, \$8,002,962.21

Surplus to Policyholders

Jan. 1, 1914, 3,076,053.39

One of the Oldest and Strongest Fire Insurance Offices
in the United States

Pacific Coast Department:

201 Sansome Street, SAN FRANCISCO

RUSSELL W. OSBORN, Manager

S. P. MESICK, Superintendent of Agencies

F. J. AGNEW, " " "

SPECIAL AGENTS: A. C. McConnell C. V. McCarthy F. A. Lathrop

MISCELLANEOUS

"Insect thinking v. insurance thinking" is the latest. It is by a casualty rating bureau man.

A Chicago jury acquitted the owners of the store, though the testimony of the fire bug and the adjuster for the assured implicated them. You can never tell what a sympathetic jury will do.

The Mutual Fire of Helena has begun.

P. D. M'Gregor of the Queen Ins. Co. is the head of the Western Union. John Marshall Jr. of the Fireman's Fund Ins. Co. is the vice president. A good team!

The Metropolitan Life Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

"An agent is known by the companies he keeps."

CONTINENTAL INSURANCE COMPANY OF NEW YORK

The best company for a policyholder is the best company for an agent.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago

FIDELITY-PHENIX FIRE INSURANCE COMPANY OF NEW YORK

The assured places the responsibility on the agent; a Fidelity-Phenix policy relieves him of it.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
137 South LaSalle Street, Chicago

FIDELITY (FIRE) UNDERWRITERS OF NEW YORK

Combine the assets of two of the largest companies with the highest sense of liberality and fairness.

Combined Assets. \$42,586,574

Policyholders' Surplus. \$23,743,555

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago



FOUNDED 1806

Law Union & Rock

Insurance Company, Ltd.

OF LONDON

Funds Exceed	\$ 47,897,465
Annual Income Exceeds	6,500,000
Claims Paid Over	130,000,000

Union Assurance Society Ltd.

OF LONDON

200th ANNIVERSARY—FOUNDED A. D. 1714

Home Office Statement, Jan. 1, 1914

Capital	\$2,250,000
Assets	7,115,990
Surplus	4,570,520

PACIFIC COAST DEPARTMENT

HARRY H. SMITH, Manager

433 California Street : : : San Francisco, Calif.

EDWARD M. BRODENSTEIN, Branch Secretary J. P. CARROLL, Superintendent of Agencies

SPECIAL AGENTS: F. A. STAHL, Northern California and Nevada, San Francisco; NOAH L. NELSON, Northern California, San Francisco; F. F. RICHARDS, Southern California and Arizona, Los Angeles; Oregon and Western Washington, Portland; NYE KERN, Eastern Washington, Idaho and Montana, Spokane; M. B. BOOTHBY, Colorado, Denver.

APPLICATIONS FOR AGENCIES INVITED

A PAGE OF FIRES

Seattle, Sept. 1.—Miller house, Sixth ave. and King st., burned. National Dye Works, 2411 Dearborn st., damaged and employees injured by explosion. Believed that friction in cleaning ignited gasoline.

Woodland, Cal., Sept. 8.—The grammar school burned by incendiaries carried \$8,500 insurance. It was the second school building to burn in this town in a quarter century but was the third school building to be burned in Yolo county in three months. The Winters high school was burned two weeks ago and the Plainfield district building was burned last July.

Williams, Cal., Sept.—Quigley livery barn burned and also the Williams scale house. Flames started in the hay recently stored in the mow. Several horses were burned. The Stovall grain warehouse was ignited in many places but the work of many spectators saved it. Had there been a south wind blowing nothing could have saved the town.

Reno (Nev.), August 8.—Fire of unknown origin broke out in one of the rooms of the Riverside Hotel here late yesterday afternoon. The blaze was extinguished by the chemical apparatus. The origin of the fire is not known.

Bayliss, Cal., Aug. 31.—Fire started in mess hall of Sac. Val. Irri. Co., and did much damage. Principal bldgs owned by the company.

Portola, Plumas co., Cal., Aug. 20. Chinese laundry near center of town.

Gas Point, Cal., Aug. 21. — Home of H. H. Shuffleton. No insurance.

Chico, Cal., Aug. 17. — Several dwellings just outside the city limits were burned. The Chico fire department made no effort to fight the flames. There was insurance on all the dwellings.

Winters, Cal., August 21.—High school destroyed. Employees were burning rubbish in the yard and the old building caught fire. Loss some \$5,000, with some insurance.

Susanville, August 8.—Arnold suffered a \$10,000 fire loss when his big planing mill was destroyed. The fire is believed to have been started by unemployed men who sought shelter in the building. No insurance was carried. The flames spread to the Susanville bridge, which was damaged.

Oroville (Butte co.), August 8.—The forest fire which has been burning since last Tuesday at Hurleton has been coralled, according to word received from that place. The only residence destroyed was that of Dr. J. W. Harvey. There was no insurance.

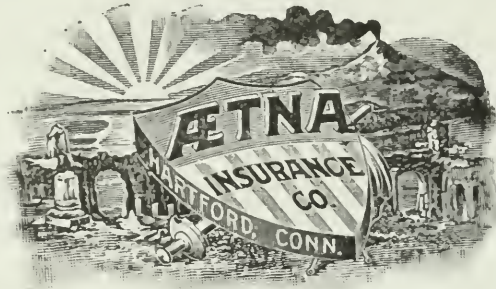
Auburn, Cal., Aug. 24. — Home of Ben P. Tabor destroyed by fire today. Started from an oil stove. Home and piano insured for \$1,500. Library, uninsured, burned. Uninsured loss \$2,500. House was erected in 1855 and burned very fast.

"THE LEADING FIRE INSURANCE COMPANY OF AMERICA."

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$6,909,389.89
Surplus as to
Policyholders
\$11,909,389.89



Cash Assets Now
\$22,481,250.34

Losses Paid
in
95 Years
\$138,501,348.36

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

W. H. BREEDING, General Agent

E. S. LIVINGSTON, Asst. General Agent

**Main Office, 301 California Street
SAN FRANCISCO**

SPECIAL AGENTS AND ADJUSTERS

J. A. MURPHY, General Adjuster

H. E. O'BRIEN G. E. TOWNSEND, H. F. MILLS, G. S. MARINER, E. V. CULVER, FRED H. ROAD

This Company has absolutely no connection with any other corporation
bearing the name of AETNA.

MARINE AND AUTOMOBILE DEPARTMENTS

E. S. LIVINGSTON, Marine Superintendent

325 CALIFORNIA STREET

HARTFORD FIRE

Insurance Company

Chartered 1810

FIRE, MARINE AND AUTOMOBILE INSURANCE



Assets, January 1, 1914, \$26 525,973 85

Surplus to Policyholders, 10,048,522 13

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

430 California Street, SAN FRANCISCO

City and Marine Department

441 CALIFORNIA ST.

SPECIAL AGENTS AND ADJUSTERS

GEO. E. DEVINE, Sup't of Agencies, San Francisco

J. J. DENNIS, Portland, Ore.

MILTON E. SPAULDING, San Francisco, Cal.

ROBERT E. DOLLARD, San Francisco, Cal.

W. S. DENNIS, San Francisco, Cal.

L. H. EARLE, San Francisco, Cal.

C. E. MILLER, Salt Lake City, Utah

NEIL STEWART, Spokane, Wash.

P. H. GRIFFITH, Los Angeles, Cal.

ERNEST E. PRICE, Los Angeles, Cal.

OCTOBER, 1914

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 43d Year

Foreign, \$3.50

Office 1103 Merchants Exchange

Volume 87

San Francisco, California, U. S. A.

Number Four

Entered at San Francisco Postoffice as second-class mail matter

Mortgage loans on real estate by American life companies average a third of their invested assets. Real estate owned, which is decreasing is now little more than 3 percent. Premium notes and policy loans are 15 percent. Nearly half the investments are in bonds.

‡‡

In the past five years loans on life policies in this country have been increasing every year about 0.4 percent. This increase is not significant and is owing only to depressed business conditions. Unfortunately, only a small part of these loans are ever repaid.

‡‡

The fire insurance adjuster ought to rank high among the most conscientious of men, resolved to deal justly with both insurer and insured. If dishonest, he is as likely to cheat the company as the claimant.

‡‡

The dishonest claimant can always "beat" the incompetent adjuster.

‡‡

The day of "gouging" in insurance is past. The contract governs, as well in the manager's office as in the court.

‡‡

State insurance reports should be issued by July 1st or not at all.

Of 100,000 human beings born today, perhaps one will be alive at the end of 100 years. The average death rate is therefore 1000 a year. This is 1 percent. In the earlier and the later years of this group of 100,000 lives the death rate is very high: between ages 30 and 50 it is very low. The man who passes a medical examination for old-fashioned life insurance at age 30 has small chance of dying before age 50.

‡‡

Our Legal Department is exceptionally good this number.

‡‡

A marine decision in this issue.

‡‡

An Indianapolis man committed suicide. Anybody who has lived there will sympathise.

‡‡

Fire Insurance dividends on this year's business will not be drawn from underwriting profits, it is believed.

‡‡

Is constant association with callow youth the psychological cause of the general lack of horse sense among college professors? They were better first insurance solicitors, whose hard work straightens brain kinks and hardens the understanding.

TIMELY PLANTING IN MANY MINDS

The trade press serves the business for which it speaks, in many ways, and least of all with its gossip. The best service given by the trade press is the timely planting in many minds of facts, including statistics, and of good seed arguments which shall later be quickened into united and harmonious action in behalf of business as a whole.

Common knowledge, and union for defense or offense, and the strong resolution only possible through knowledge best disseminated by trade journals, are necessary to success in every branch of business.

The insurance journal is a trade journal. The Coast Review ever tries to "timely plant in many minds" information of practical value which shall bear fruit for the improvement of the insurance business and the prosperity of the insurance man.

SURETY INSURANCE IS FAR BETTER

My son, if thou art become surety for thy neighbor, if thou hast stricken thy hands for a stranger; thou art snared with the words of thy mouth, thou art taken with the words of thy mouth.—Bible: Proverbs, vi. 1 and 2.

He that is surety for a stranger shall smart for it (—shall be sore broken); but he that hateth suretyship is secure.—Id. xi, 15.

A man void of understanding striketh hands, and becometh surety in the presence of his neighbor.—Id., xvii. 18.

Take his garment that is surety for a stranger; and hold him in pledge that is surety for a foreign woman.—Id., xxvii, 13.

WRITE YOUR CONGRESSMAN FOR H. B. 17,363

For years the mails of this country have been used by promoters and by wildeat insurance companies and associations to defraud people. The government has only recently began to take notice of these swindlers but it is nearly always helpless to convict and protect. A bill has been introduced in Congress to protect people from humbugging insurance schemes. The use of the mails by unauthorized concerns is prohibited. It is a good bill. Insurance men, whose income is affected by fraudulent and law-breaking insurance schemes should at once write to their representative in Congress and ask him to support House Bill No. 17,363. Tell him of the tax-doging by unlicensed insurance companies, mutuals, interinsurers and associations. Tell him of claims unpaid by them, and of the need to sue in their home states if they have any assets. Tell him that honest companies are willing to comply with state laws and that dishonest companies should be compelled to. Write now.

Savings banks are beginning to show a decline in deposits.

Insurance in State and Federal Courts

OUR BEST DIGEST OF RECENT DECISIONS

Fire Insurance in Court

Washington—Ferdenando v. Milwaukee Mechanics' Ins. Co. 142 P. 693

Proofs of Loss—Waiver—Authority—Local Agent

A local insurance agent, from the fact that he was authorized to solicit insurance and had received and delivered the policy to insured, was not authorized to waive proofs of loss.

Evidence that after loss the local agent, who had solicited and delivered a policy, told insured to go to his office and make proofs of loss; that insured did so, and was handed a paper which he was told to copy and return; that he did this, and the agent then told him it was proof of loss; and that nothing more need be done—was insufficient to show that proofs of loss were in fact ever furnished to insurer.

Denial of Liability

The rule that an insurer's repudiation of liability before the time expires for furnishing proofs of loss is a waiver of such proofs does not apply where the denial of liability is contained in the insurer's answer to a suit brought against it on the policy.

The appellant contends that, because the company denied liability under the policy, it waived proof of loss. In common with other courts we have held, in *Thompson v. Germania Fire Ins. Co.*, 45 Wash. 482, 88 Pac. 941, and other cases, that when the policy is repudiated on the ground that there is no contract and no liability before the time expires for furnishing proofs of loss, such denial is a waiver of such proof. But this rule has no application where, as here, the only denial of liability is contained in the answer of the company upon suit being brought against it. A fire insurance company is entitled to plead any defense it may have to an action upon one of its policies, and such plea must be given effect, unless by its acts, or those of its duly authorized agents, it has waived such de-

fense before the bringing of suit. See note to *Graham v. German-American Ins. Co.*, 15 L. R. A. (N. S.) 1074.

—

Pennsylvania—Central Market Street Co. v. North British & Mercantile Ins. Co. 91 A. 662

Premises

Where a lessee of one floor of a building was insured against loss by fire of its furnishings on that floor, which furnishings consisted of appurtenances to a moving picture and amusement parlor, and a clause in the policy provided that it should be void if moving picture celluloid films were kept "in the above-described premises," the word "premises" meant merely the floor leased by insured, and did not include those other parts of the building over which it had no control, especially where the policy declared that the extent of the insurance was to reimburse insured for the expense of betterments or improvements paid for by insured, and the only improved part of the building was that occupied by him.

Breach of Condition—Estoppel

Where at the time of issuing a policy the insurer knows or ought to know that one of the conditions is inconsistent with the facts, and the insured is guilty of no fraud, the insurer is estopped from setting up the breach of such condition as a defense in an action on the policy.

—

Missouri—Johnson et al. v. Reliance Ins. Co., 168 S. W. 914

Admission of Evidence

In an action, defended on the ground that the policy had been issued under fraudulent representations as to the insured's identity, material because, on account of the bad record of the applicant, the insurer would not have issued the policy had it known who he really was, evidence for plaintiff as to whence he derived the money put into the

Fire Insurance in Court

stock of groceries was immaterial and inadmissible.

Valued Policy on Stock—Policy

Under Rev. St. 1909, providing for valued policies, fixing the value of the stock as of the first day the policy is delivered, evidence as to the size and value of the stock, offered to reduce the amount recoverable, was inadmissible.

Admissibility of Evidence—Identity—Fraud and Motive

In an action on a policy, defended on the ground of the applicant's fraud in procuring it in the name of plaintiffs, which, on account of his bad record for having fires, he could not have done had he been known to the insurer, evidence of the many fires occurring in the business career of the applicant was admissible on the question of the fraudulent concealment of his identity, and as to whether the insurer would have issued the policy had his identity been known.

Referable to Proofs of Loss

Where a policy provided that it should be void if insured concealed or misrepresented in writing any material fact or circumstance concerning the insurance, or in case of any fraud or false swearing, the "writing," "fraud," or "false swearing" were referable to misrepresentations and misstatements in the proof of loss.

Under Rev. St. 1911, a defense of fraud and misrepresentations in proofs of loss held unavailable, where there was no pleading or proof that the insurer had been misled, or had been caused thereby to waive or lose any valid defense to the policy.—*Fidelity-Phenix Fire Ins. Co. v. Sadau*, 167 S. W. 334.

Underwriters

In view of the language of a power of attorney whereby underwriters appointed three persons their attorneys in fact held, that the grant of power was joint and not several, and hence a policy issued by two only of the three did not bind the principal.—*Unterberg v. Elder*, 105 N. E. 834.

Insurer is Estopped

Where at the time of issuing a policy the insurer knows or ought to know that one of the conditions is inconsistent with the facts and the insured is guilty of no fraud, the insurer is estopped from setting up the breach of such condition as a defense in an action on the policy.—*Central Market Street Co., v. North British & Mercantile Ins. Co.*, 91 A. 662.

Mistake in Proofs

The amount of a fire loss stated in proofs of loss is not conclusive on insured.

Insured, alleging that proofs of loss did not correctly state the amount by reason of a mistake in an adjustment by an agent of insurer and a third person acting for insured, has the burden of proving the mistake.—*Frees v. National Ben Franklin Fire Ins. Co.*, 148 N. Y. S. 790.

Adjusters Agreement

Where company neglected to promptly settle a loss in accordance with an agreement of the adjuster representing them, the insured was released from the agreement and not precluded by it from claiming the full amount of her loss.—91 A. 498.

Gasoline

In an action on policy issued December 23rd, and permitting 10 gallons of gasoline to be kept on the premises, evidence of the amount of gasoline delivered to the tenants on the premises between December 7th and December 26th when the fire occurred, was properly excluded, where there was no offer to prove that more than 10 gallons of gasoline were kept on the premises.—*Wanner v. Manufacturers' & Merchants' Mut. Fire Ins. Co.*, 91 A. 498.

Parol Contract

An agent duly authorized to bind his company by contracts for insurance may make valid contract by parol, or by a binding slip or memorandum; and a general authority to solicit insurance, receive premiums, and deliver policies is sufficient to cover an executory contract to insure.

Coast Review Extra

Alex Mayer Resigns

F. J. Alex Mayer, at one time president of the Fire Underwriters Association of the Pacific, and for a number of years the field representative of the Fire Association of Philadelphia and the Philadelphia Underwriters at Portland, surprised Manager Avery of the Coast department, this week, by sending in his resignation. His successor will be appointed soon.

We understand that Mr. Mayer objected to some instructions to cancel, and also to the declination of some business offered. He is reported to be a wealthy man who may not choose to re-engage in field work.

Committees to Provide Entertainment for Insurance Visitors in 1915

It is proposed to organize a club or association of all insurance men in San Francisco to provide proper entertainment of the large number of insurance conventions and individual visitors next year. To devise ways and means the following committees will meet soon:

Life Underwriters Association Committee:

W. L. Hathaway, Warren R. Porter, R. L. Stephenson, L. B. Messler and Wm. G. Taffinder.

Board of Fire Underwriters Committee:

Tom Grant, Louis Weinmann, Geo. W. Brooks, A. T. Bailey and Willard Done.

Insurance Brokers Exchange Committee:

B. F. Brisac, D. A. Spencer, Henry S. Manheim, M. Thompson and Edw. A. Schmitt.

Fire Underwriters Association of the Pacific:

Wm. G. Taffinder, A. C. Olds, F. M. Avery, W. L. W. Miller, John E. Cosgrove.

The Casualty Underwriters Association of Cal.:

A. L. Johnston, D. E. Kessler, W. A. Chowen, W. B. Wentz, C. T. Hughes.

Suicide.—Augustus B. Burling, insurance broker and clubman in San Francisco, committed suicide on October 30, by shooting himself in the head. Four years ago he shot a chauffeur in a hotel, but of course this was not "treasured" against him.

Agency Business

The table by Coast agencies in San Francisco, in the October Coast Review, omits agencies ranking beyond 38, other figures, as in the Coast Review Fire Chart, presenting only one to three years. Another page will appear in the November Coast Review. The rank, the reader will note, is for 1913 business and not for five years' total. All told, there are some 50 departments and agencies.

Manager Niebling has returned from the East.

Field Men's Directory in Oct. Coast Review.

Chicago.—The Home leads in premiums for fiscal year. The city's total shows a decline.

Marine Loss.—An explosion destroyed the Island Trans. Co. launches Island Prince and Blossom No. 2 at Stockton. Probable cause back-firing of oil in engine room. One man drowned. A survivor in hospital says: "In taking on oil a quantity was accidentally spilled on the water. I believe the exhaust pipe from the Blossom set fire to the oil on the water. There was a terrific explosion. When I came to the surface the oil was on fire and both launches were in flames."

Guilty.—M. Albert, one of the Portland arson trust, was found guilty of setting fire to his house.

Fined.—C. A. Cooper of Sanger, Cal., a banker and realty operator, must pay \$4,000 fine and serve six years for arson.

War Effect.—There is a very slight feeling, measured by numbers, among property owners, of uncertainty as to the temporary status of foreign insurers. Inquiry proves that few risks are being lost on this account. A number of American companies have sent circular-letters to their agents urging them to combat any expression of doubt as to the condition or survival of foreign companies doing a legitimate business in this country.

The Southeastern department of the Fireman's Fund will be removed to Atlanta.

CHIPS

—Marine insurance decision on page 446.

—It is pronounced Zhoff—General Joffre.

—Utah's copper production last year increased over 12 percent, and reached a total of more than 148,000,000 pounds.

—S. Epstein, commissioner of insurance of Colorado, has been elected to fellowship in the American Institute of Actuaries.

—The summary of the Prussian court's decision as to railway liability for loss of goods, printed on page 454, was rendered before the present war.

—Write to your congressman in behalf of House Bill No. 17,363, which prohibits the use of the mails by fraudulent and unlicensed insurance companies. See page 442.

—Boise, Id., Oct. 22. —O. V. Allen, ex-state treasurer, pleaded guilty to embezzlement today and was sentenced to from five to ten years' imprisonment. Allen's shortage is about \$90,000.

—Agents and solicitors, and brokers we suppose, are invited to write or enquire at the company's office in the Shreve building, or at the home office in Los Angeles, for an advantageous contract for the sale of Pacific Mutual life and accident policies.

—The American Surety's new underwriting department on this Coast opens in San Francisco next week, with Vice President H. S. Zevely in charge. Mr. Z. has been with the company for some twenty years, and is specially well qualified for his present position.

—The Paul M. Nippert Company has again begun active operations as a fire and miscellaneous insurance brokerage concern, with offices at 620 Insurance Exchange, San Francisco. The business of this corporation was sold to the Fidelity & Deposit, about four years ago, since which time the president, Paul M. Nippert, has devoted his attention mainly to the interests of that company. Hereafter his attention will be given to the affairs of the Paul M. Nippert Company, although he will retain his connection with the Fidelity & Deposit, as resident vice president.

—General Agent Hewitt of the Hartford is in the East.

—Maxville, Mont., is to have the largest testing laboratory in the West, by the new Fields Metals Recovery Co., an Arizona corporation.

—San Francisco.—The "temple on the hill," the Metropolitan Life's Pacific home office, is being extended northward, as previously announced by us.

—Oh, yes, that big electric 57 sign near the Embarcadero, San Francisco, stands for 57 Post street and 57 varieties of policies issued by the San Francisco Life Ins. Co. of 57 Post street.

—Marine.—Lloyds of London had war marine covers on hulls and cargoes of many of the British merchantmen sunk by German cruisers. The full amount thus far lost by the Lloyd's underwriters has not been divulged but it probably exceeds \$3,000,000.

—The only insurance paper printing the recent Utah supreme court decision is the Coast Review. It appeared first as one of our Extras. See page 452. Sixty-six companies were complainants. The decision brings out new points. It is eminently a just one. Insured property-owners should not be compelled to alone pay the cost of relief for firemen, and the uninsured pay nothing.

—Fire.—In this issue we print a table of Coast business by San Francisco departments and general agencies. Five years totals are given, and at the bottom the numbers representing the states in which the agency writes and also the percentage of San Francisco premiums. This latter item is important because as a rule the general loss ratio is raised or lowered in proportion to the amount of San Francisco business. San Francisco losses, since 1906 have been light. We expect later to give similar figures of the few companies which operate on the Coast but which maintain no Coast departments or general agencies at San Francisco. The Coast Review is the only journal making and publishing these compilations.

Fire Insurance in Court

Such agent must be regarded *quoad hoc* as the general agent of the company.

General Agent

A restriction upon the authority of a general insurance agent, requiring him to personally examine property in outlying districts close to the city and report thereon before issuing policies, was not available against an insured who had no notice thereof.

Premium

It was not essential to the validity of an oral contract for insurance that the premium be paid in advance, in the absence of any stipulation therefor, and where the inference was that a policy would be issued, and that payment was not intended until then; as the insurer's general agent had implied authority to thus waive present payment.—*Sun Ins. Office of London v. Mitchell*, 65 So. 143.

Appraisers

The requirement in a fire policy that appraisers shall be disinterested means that they shall be fair and unprejudiced.—*Cohen v. Atlas Assur. Co.*, 148 N. Y. S. 563.

That an appraiser selected by companies to act with another appraiser and an umpire to ascertain the amount of a loss had served as appraiser for fire insurance companies on prior occasions does not of itself disqualify him or make the action of the companies in selecting him a fraud on insured.—*Id.*

An award by appraisers made under a standard fire insurance policy will not be set aside without clear and convincing proof of fraud or mistake or malfeasance, and every reasonable presumption must be indulged in its favor.—*Id.*

Valued Policy on Stocks in Missouri

In an action on a fire insurance policy, defended on the ground that it was void because obtained through false representations of the applicant as to his identity, evidence as to the many fires occurring in the business experience of the applicant held admissible on the question of his misrepresentations,

and on the question whether the insurer would have issued the policy had he known his identity.

Under Rev. St. 1909, § 7030, providing for valued policies, fixing the value of the stock as of the first day the policy is delivered, evidence as to the size and value of the stock, offered to reduce the amount recoverable, held inadmissible. *Johnson v. Reliance Ins. Co. of Philadelphia, Pa.*, 168 S. W. 914.

Proofs of Loss

Proofs of loss are not waived by answer setting up other grounds as a defense to an action on a policy.

In an action on a fire policy requiring proofs of loss to be furnished within 60 days, evidence of the furnishing of such proofs is essential, unless the proofs have been waived.

Where there was no evidence that such proofs were furnished, a motion for an instructed verdict for defendant should have been sustained.—*Palatine Ins. Co. v. Lynn*, 141 P. 1167.

Proofs of Loss

The insurer's mere investigation of the loss for its own satisfaction, without more, would not constitute a waiver of the insured's breach of the stipulations for a sworn statement of the circumstances of the loss.

Where the insurer investigates the loss and so conducts itself as to show a satisfaction with the knowledge so obtained, or to induce reasonable belief in insured that it is so satisfied and does not desire formal notice or proofs of loss, it is a waiver of such notice or proof.

An insurer's positive refusal to pay a claim, without assigning any reason, is a waiver of the notice and proof of loss.—*Ray v. Fidelity-Phoenix Fire Ins. Co.*, 65 So. 536.

Assignment of Policy — Damages for Vexatious Delay

A claim for damage for vexatious delay of the insurer in paying a loss, under Rev. St. 1909, § 7068, providing that in an action on a policy the court may in such case allow the plaintiff damages, could be assigned

Fire Insurance in Court

along with the insured's interest under the policy after the loss; the right to recover not being confined by the statute to the insured.—167 S. W. R. 1047.

Marine Insurance in Court

Federal—Stetson v. Insurance Co. of North America 215 Fed. Rep. 186

Implied Warranty of Seaworthiness

In every insurance upon a vessel there is an implied warranty on the part of the assured that at the time of sailing the vessel shall be seaworthy for the voyage insured, which extends not only to the hull, but if a sailing vessel to the sails and rigging.

Freight—Ability of Vessel to Complete Voyage

To warrant a recovery on a policy insuring freight, it must appear that because of perils insured against the vessel could not with reasonable repairs and within a reasonable time complete the voyage and earn the freight.

Failure to Earn Freight—Defenses Against Liability

A schooner having insurance on her freight left Philadelphia in winter for a voyage to Charleston and other points and return. She encountered storms, and 46 days later put in at Bermuda in a serious condition. The evidence showed that when she sailed her hull was leaky, her sails were in poor condition, and a gasoline engine used for the pumps was inoperative for want of simple repairs, and she was altogether unseaworthy for the voyage at that season. Such facts were reported by the captain, who, however, expressed the opinion that by making some repairs and mending the sails he could reach Charleston. He was ordered by the owners to obtain a survey and if possible have the vessel condemned and sold, which was finally done on the captain's statement that the owners refused to pay for any repairs. The report of survey showed that the damaged condition of the vessel was due largely to wear and tear, rot, and other defects, and not to sea perils during the voyage. Held, that the insurer was not liable for her failure to earn freight.

Life Insurance in Court

California—Belden v. Union Central Life Ins. Co. 141 P. 370.

General Agent—Forfeitures—Authority to Waive

The fact that the general agent of an insurance company has general authority to waive forfeitures did not prevent the insurance company from inserting in the policy an express limitation that such agent should have no such authority.

Where an insurance contract provided that none of its terms could be modified, nor any forfeiture under it waived, save by an agreement in writing signed by the president, vice president, secretary or assistant secretary of the company, whose authority for that purpose should not be delegated, whether a general agent of the insurer had authority by virtue of his office to waive a forfeiture was for the jury, and hence an instruction that such general agent had authority to waive forfeitures and to accept money for premiums overdue was erroneous.

There is no peculiar magic in the title "general agent" which prevents an employer of such an agent from limiting his authority. Without such limitation his powers are great and ordinarily will support any of his acts or contracts which might have been done or executed by his principal.

The other assignments of error are based upon the alleged insufficiency of evidence to support certain findings. As the evidence which may be adduced at the next trial, if there shall be one, may be quite different from that presented at the first one, we need not pass upon these other questions.

The judgment for plaintiff is reversed.

False Statement

A clause providing that no statement by applicant shall be used in defense to action on the policy unless contained in the application held not to preclude the insurer from using in defense false statements made at the delivery of the policy not contained in the application; the policy providing it was not in effect until delivery by insured in same condition of health.—65 So. 65.

Life Insurance in Court

Valid—Free from Speculation

If the beneficiary has an insurable interest such as arises from the fact of relationship or pecuniary interest, such as that between partners and between debtors and creditors, and the transaction is otherwise legal, the policy is valid, and if he has not such an interest, the policy may still be valid if the transaction is bona fide and free from speculation.—*Baltimore Life Ins. Co. v. Floyd*, 91 A. 653.

One of the tests as to the validity of a contract of life insurance is to determine by whom the premiums are paid; when insured pays the premiums the contract is generally upheld, but where the premiums are paid by the beneficiary there is a tendency to condemn it.—*Id.*

Misrepresentation in Good Faith

A representation respecting a matter not material, though false, if made in good faith, does not avoid the policy.—91 A. 653.

Where the beneficiary had an insurable interest, insured's misrepresentation as to his relation to the beneficiary, not made in bad faith, was of a fact not materially affecting the risk assumed, and hence, not ground for avoidance of the policy.—*Id.*

Children Without Rights

Where an endowment policy provided that after 20 years it might be surrendered and the full reserve, with interest and surplus, would be paid to the insured, his executors, administrators, or assigns, the children of the insured had no rights in the policy.—*Eisenbach v. Mutual Life Ins. Co. of New York*, 147 N. Y. S. 962.

Assignment

An assignment of a life insurance policy was valid between insured and the assignee, though not written upon or attached to the policy, and though no reference thereto was written or noted on the policy.

The assignment was valid between insured and the assignee, though no notice was given the insurer as required by the policy.

Assignee, who permitted possession of the policy to remain in the hands of insured's agent, was entitled to redeem from a subsequent assignee as security for a debt upon payment of the indebtedness.

Assignee of policy as security for note held not entitled to hold it as security for a note taken for a subsequent loan, and to acquire no right to do so by writing in the note a notation that the policy was held as security.—*Herman v. Connecticut Mut. Life Ins. Co.*, 105 N. E. 450.

Beneficiary

Where insured just before his death made a request sufficient in form for a change of beneficiary, that the change was not actually made until after his death could not affect the rights as between the original and the new beneficiary.—154 S.W. 9.

Where a cashier indebted on an overdraft checked out moneys of the bank for his insurance premiums, and the receipts were charged against him, on the books to the knowledge of the officers, and on a settlement with the cashier of the bank took notes for his debt, the proceeds of the policy in the hands of the beneficiary were not impressed with any trust in favor of the bank.—82 S. E. 519.

Latent Disease

Whether an applicant who states to the best of her knowledge and belief that she is in good health, when in fact she is suffering from a latent disease, acts in good faith in making such statement is for the jury in an action on the policy.—91 A. 495.

Agency—Custom

The material facts affecting the question of an insurance company's ratification of a policy are that the policy has been delivered and payment made to the agent or a sub-agent authorized by him.

Unimproved opportunity of officers of an insurer to inform themselves of the circumstances of delivery of a policy and the arrangement as to the premium is equivalent to knowledge.

The custom of an insurance company in

Life Insurance in Court

dealing with its general agent in the matter of premiums may give an opportunity for an agent to accept notes for premiums, he becoming liable to the company for its share thereof.—*Cranston v. West Coast Life Ins. Co.*, 142 P. 762.

Beneficiary Had No Vested Interest

Where a life policy reserved to the insured the right to change the beneficiary, the beneficiary acquires no vested interest before the death of the insured which she could surrender to the insurer.—*Hicks v. Northwestern Mut. Life Ins. Co. of Milwaukee*, 147 N. W. 883.

The insanity of the insured does not vest the beneficiary with an interest in the policy, where the policy authorized the insured to change the beneficiary at any time.

Where the beneficiary had no interest in a life policy until the insured's death, her surrender of the policy will not prevent her, as administratrix of insured's estate, from collecting the amount due on the policy, where the insured did not assent to the surrender.

A surrender by an insane person of a policy upon his own life is inoperative.

A surrender of a life policy held not to estop the beneficiary from recovering thereon as administratrix of the insured; the insurer not having changed its position.—*Id.*

Certified Copy

The appointment of the commissioner of insurance as attorney in fact for a foreign company for the service of process can be proved only by a certified copy of such appointment, as provided by Code.—*Globe Rutgers Fire Ins. Co. v. Sayle*, 65 So. 125.

Liability for Agent

A covenant in an application, that the agent cannot bind the company by "making or receiving any representations or information" will not protect the company from liability where the agent has negligently or fraudulently written untrue answers in the application different from the answers given by the applicant.

Insured's failure to disclose the existence of a latent defect, concerning which, from

the nature of things, he could have no exact information, will not invalidate the policy where he discloses the condition of his health as known to him.—*Suravitz v. Prudential Ins. Co. of America*, 91 A. 495.

Waiver of Cancellation

A letter from company to beneficiary's brother, referring to information desired by the beneficiary, and stating that the first premium had been paid, and the policy was then in force up to the time the second premium would become due, waived any grounds of cancellation, which had then been discovered by the company.

Incontestable

A life insurance policy, which provides that it shall be incontestable after a specified time, cannot be contested after that time on any ground not excepted therein.—154 S. W. 68.

A life policy, providing that it shall be incontestable, except for nonpayment of premiums, after one year from its date, was not objectionable as in conflict with the state statute of limitations, but was valid.—*Philadelphia Life Ins. Co. of Philadelphia, Pa., v. Arnold*, 81, S. E. 964.

Where a life policy provided that it should be incontestable, except for nonpayment of premiums, at the expiration of a year, the insurer after the year had expired could not have the policy set aside against the insured and his beneficiary for fraud in procuring it.—*Id.*

Local Life Agent

A local agent of a life insurance company may bind the company by acts within the ordinary authority of such agents, unless his authority was limited and third persons had knowledge of the limitation.

Responsible for Acts of Clerks

Life insurance companies are responsible, not only for the acts of their agents within the scope of their agency, but for the acts of the agent's clerks, when the company knew or ought to have known that the agent necessarily employed assistants for the collection of premiums and delivery of policies.—*Thompson v. Michigan Mut. Life Ins. Co.*, 105 N. E. 780.

Life Insurance in Court

Delivery of Policy

A life policy, providing that it should be of no effect unless the first premium was paid and the policy delivered while insured was in good health, is effective where the premium was paid and the policy was received by the insurer's local agent while the insured was yet in good health.—105 N. E. 780.

Exemption

The parties to an employer's liability policy could, by their contract, limit the insurer's liability and exempt it from liability for damages resulting from the employer's violation of the Labor Law.—Mason-Henry Press v. Etna Life Ins. Co., 105 N. E. 826.

Partnership Policy

Where partners took out life policies on their several lives, payable to the firm or to the administrator in the event of a partner surviving the firm, the policy of a partner, dying subsequent to the dissolution of the firm by mutual consent, must be paid to his representative, as against the claim of the surviving partner that the policy was taken out for the benefit of creditors, none of whom complained.—Ruth v. Flynn, 142 P. 194.

Tontine Policy

Tontine insurance policy issued by stock corporation conducting its insurance business on the mutual plan held to create the relation of debtor and creditor, and not a trust relation which would support an action in equity for an accounting.—Townsend v. Equitable Life Assur. Society of United States, 105 N. E. 324.

Holder of tontine insurance policy, who had elected, upon completion of the dividend period, to withdraw the reserve and surplus, held entitled to sue in equity for a discovery and accounting notwithstanding the existence of a remedy at law; the account being complicated and intricate and dependent upon facts in defendant's knowledge.—Id.

A Wisconsin Life Contract

A life policy executed at Milwaukee and payable there by its terms, which also provided that it was made and to be performed in Wisconsin, was a Wisconsin contract, though both insured and the beneficiary resided in another state.—Northwestern Mut. Life Ins. Co. v. Adams, 144 N. W. 1108.

Estimates Not a Guarantee

A contract of life insurance on a distribution policy and a statement sent with the policy held not to guarantee the holder at maturity the sum of \$8,160, but merely to use those figures as illustrative of the past earnings of such policies.—Tourtellotte v. New York Life Ins. Co., 144 N. W. 1117.

Assignment

An assignment of a policy may be required to be according to the laws of the state where the assignment is made, though the contract be executed in another state.—Northwestern Mut. Life Ins. Co. v. Adams, 144 N. W. 1108.

Though under the laws of Minnesota an insured could not assign the policy, because he had no interest therein, yet if the policy was a Wisconsin contract, in which state such assignment would be valid, the fact that insured assigned it while temporarily a resident of Minnesota would not prevent the assignment from being enforceable in Wisconsin.—Id.

Accident Insurance in Court

Putting the Insurer on Inquiry

A statement, in the schedule of warranties in an accident policy, that insured, a sales agent, had "supervising duties, not setting up or testing machinery," was sufficient to put the insurer on inquiry as to the nature of insured's supervision of the installation of gas engines sold by him, and, having made no inquiry, it was precluded from claiming, after an accident, that his employment was extrahazardous.

In an action on an accident policy, a request by defendant for an instruction that the jury must be satisfied, "beyond a reason-

Accident Insurance in Court

able doubt," of enumerated facts before they could find for plaintiff was properly refused.—*Shoop v. Fidelity & Deposit Co. of Maryland*, 91 A. 753.

Error—Oral Contract

In an action on a contract to issue policy, which policy was afterwards issued but not delivered, it was error to exclude the policy from evidence.—*Clark v. Bankers' Accident Ins. Co. of Des Moines, Iowa*, 147 N. W. 1118.

An agent ordinarily has power to make an oral contract of insurance and agree that the insurance shall be in force after signing the application and payment of the premium before delivery of the policy, in the absence of notice to the insured that such authority does not exist.—*Id.*

Negligent Treatment

An accident policy held not to entitle insured to weekly indemnity for injury to his eye, which was destroyed, where the injury itself did not destroy the eye, but negligent treatment did, and incapacity to attend business did not occur until after the treatment.—*Hummer v. Midland Casualty Co.*, 148 N. W. 413.

Intentional Act

Where one causing a physical injury to a person insured in a policy limiting liability for injury caused by the intentional act of another had intelligence enough to understand the nature and consequences of his act, and the act was voluntary, the injury was the result of an intentional act within the policy.—*Continental Casualty Co. v. Cunningham*, 66 So. 41.

Knowledge of Agent

Where an application for accident insurance was written by the agent without consulting the assured, the company is chargeable with the knowledge of its own agent, and is estopped from denying that which the agent has asserted to be true.—*Maloney v. Maryland Casualty Co.*, 167 S. W. 845.

Accidental Injury

Where an injury occurs without the agency of the insured, it is accidental within the meaning of an accident insurance policy even though it is brought about designedly by another person.—167 S. W. 845.

Waiver

A mere soliciting agent of an insurance company cannot waive conditions and warranties, and the fact that he, in writing an application, knew that a statement or warranty therein was false did not effect a waiver of the warranty.—*Madsen v. Maryland Casualty Co. of Baltimore*, 142 P. 51.

Automobile Accident Insurance in Court

Nebraska — *Chapin v. Ocean Accident & Guar. Corporation*, 147 N. W. R., 465

Automobile Indemnity Policy—Notice of Accident

A provision in an automobile accident indemnity policy that the assured on the occurrence of an accident shall give immediate written notice thereof, with the fullest information obtainable at the time, to the assurer, is a reasonable requirement; but the term "immediately" is to be reasonably construed in connection with the attendant circumstances.

Construction

Such a provision in a policy executed "to indemnify the assured against loss from the liability imposed by law upon the assured for damages, on account of bodily injuries (including death at any time resulting therefrom) accidentally suffered," etc., does not require notice of all accidents, but is construed to mean that notice is only required of such accidents as result in bodily injuries.

In a case where no bodily injury is apparent at the time of the accidental occurrence, and there is no reasonable ground for believing that a claim for damages against the owner of the automobile may arise therefrom, he is not required to give the assurer notice until the subsequent facts as to injury would suggest to a person of ordinary and reasonable prudence that a liability to the injured person might arise.

Automobile Accident Insurance in Court

In such case the duty of the assured is performed, if he gives notice within a reasonable time after the injury presents an aspect suggestive of a possible claim for damages

"Accident"

The word "accident" means an event taking place without one's foresight or expectation, an unforeseen occurrence, an undesirable or unfortunate happening, and as used in the automobile indemnity policy means an undesigned and unforeseen occurrence of an afflictive or unfortunate character, resulting in bodily injury to a person other than the insured.

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Employers Liability Insurance in Court

Assured, under an employer's liability policy, not having paid a judgment recovered against it by an employe, held not entitled to recover on the policy.—*Atlas Hardwood Lumber Co. v. Georgia Life Ins. Co.*, 167 S. W. 109.

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Though a policy insuring an employer against liability for accidents to his employes is executed on a date prior to an employment contract, the two contracts will be construed together in determining the insurer's liability in case of injury to the employe.—*Bass v. Occidental Life Ins. Co.*, 142 P. 798.

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An employer's indemnity company by assuming the defense of a negligence action pursuant to its policy is not estopped from denying liability thereon.—*United Waste Mfg. Co. v. Maryland Casualty Co.*, 148 N. Y. S. 852.

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General Insurance in Court**Miscellaneous Reinsurance**

In an action on accounting between two insurance companies, whereby one was to participate in one-third of that part of the business of the other embracing surety, fidelity, and burglary insurance, excluding excise business, and to bear one-third the overhead charges of the business in which it participated, overhead charges for ex-

General Insurance in Court

cluded excise business were apportioned according to its volume, as that was the only method possible.—*Munich Reins. Co. v. United Surety Co.*, 88 A. 271.

Under a five-year contract, by which the Munich Reinsurance Company was to participate in the business of the United Surety Company, and providing for the submission by the United Company to the Munich Company of annual accounts, the accounts for four years preceding notice held governed by article 8 of contract, and premium reserve should be charged in same as disbursements; but account for final year was governed by article 13, and premium reserve should not be charged.—*Id.*

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Surety and a Fire Co.

The surety on a bond given by a fire insurance company, in compliance with Kirby's Dig. § 4339, is liable for the return premiums, and for all losses which occur during the term of the bond, regardless of the fact that there had been previous bonds. *Massachusetts Bonding & Ins. Co. v. Home Life & Accident Co.*, 168 S. W. 1062.

The surety on the last bond given by a fire company to secure loss is alone liable for losses on policies written while an earlier bond was in force.—*Id.*

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Insured Must Read Policy

Unless induced by the fraud of the insurer not to read the policy, the insured is presumed to be familiar with its provisions.—65 So. 449.

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Warranties May Be Implied

Warranties are of two kinds, affirmative and promissory, both of which may be either express or implied, the first relating to the existence of some fact before the making of the policy, and the latter to the happening of some future event or the performance of some future act.—65 So. 449.

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An Example.—The giraffe is very temperate. He sometimes goes for months without taking a drink. And with such a neck!

FEDERAL COURT DECISION

In the District Court of the United States
In and For the District of Utah*Firemen's Relief Fund Law Unconstitutional*

Aetna Insurance Company, et al., Complainants,	} No. 380
v.	
Willard Done, as Commissioner of Insurance of the State of Utah, Defendant.	

Opinion and Order

This suit has been submitted upon the demurrer to the bill of complaint. This demurrer proceeds upon two grounds: First, that the suit is essentially one against the state, and may not, therefore be maintained in view of the Eleventh Amendment to the Federal Constitution; and, second, that the bill of complaint states no ground for equitable relief. The question involved under the latter ground is the validity of Chapter 146 of the laws of the State of Utah of 1911, creating a relief fund for firemen, and providing for the payment of indemnities for injured and disabled firemen in the state of Utah. The case has been ably briefed upon the respective sides, and the authorities cited in the contending briefs either constitute or refer to practically all the cases to be found bearing upon the questions raised. The present memorandum will not go into a discussion of these authorities, or, indeed, scarcely into their citation, but will constitute simply a record of the conclusions of the court upon the points raised.

Upon the first ground of demurrer, to-wit: that his is a suit against the state, and is thus not maintainable under the Eleventh Amendment, I am of opinion that this is not such a suit. The purpose of the present suit is to prevent the operation of an alleged unconstitutional statute to the prejudice of complainant's rights. No affirmative relief is asked against the state nor any of its officials, but simply that the defendant, Insurance Commissioner, shall not, in the enforcement of the statute alleged to be invalid, interfere with the status of the complainants. If such statute is unconstitutional, it is simply void, and should not be allowed to operate against complainants. The distinction between a proceeding designed simply to arrest the operation of a void statute and a proceeding wherein some affirmative relief is sought against the defendant state officer, is pointed out in *Pennoyer v. McConaughy*, 140 U. S. 1, 10. Cases such as *State v. Temple*, 134 U. S. 22 and *Murray v. Wilson Distilling Company*, 213 U. S. 151, wherein the proceeding was held to be against the state, were cases in which it was sought to force

the state to do something. Here there was no such attempt, but simply the seeking of a decree of this court which will preserve complainants in a status which is threatened by this alleged invalid act. The first ground of the demurrer is accordingly overruled.

Coming now to the second ground of the demurrer, the court is of the opinion that Chapter 146 is invalid. This chapter does not impose a condition upon the doing of business in Utah by foreign companies. Indeed, it is not aimed at such companies, but all insurance companies whether foreign or domestic. The statute does not impose the payment of the amount required thereby as a condition precedent, but as a condition subsequent. The state does not stand at the threshold and say, "You cannot come in unless you do this." It permits foreign companies, such as the complainants, to come in and to engage in business, but it says to all such that, being now within the state, they must pay the amounts required by Chapter 146 or their certificate of authority to transact business will be revoked and other penalties imposed. The companies under such a situation occupy a status to resist the enforcement of such a statute upon constitutional grounds. They are not to be debarred from pursuing such a remedy upon the theory that this is a condition to their doing business in the state. As above stated, this is not imposed as such condition. A careful examination of the act reveals that it is essentially a revenue measure, and that any provision for penalties or for revocation of authority to do business pending the failure to pay the moneys prescribed thereby, are purely in aid of the collection of such moneys. In this respect the statute differs from those involved in *Exempt F. B. F. v. Room*, 93 N. Y. 313, and *Phoenix Co. v. Fire Dept.* 117 Ala. 63. The act further is not one imposing an occupation tax as permitted by Article XIII. Sec. 12 of the Utah Constitution. Its whole purport is to impose a tax upon property, and the rate of one percent upon the premiums collected by the companies within specified cities and towns is for the purpose of raising revenue for the relief of disabled firemen. Indeed, the title of the act declares it to be an act "creating a relief fund for firemen." As shall be presently suggested, there is no hint in the title that the act is intended to provide a condition upon which insurance companies shall do business in Utah, nor, indeed, is there any reference to insurance companies whatever in the title. So much having been said as to the nature of the burden imposed by the statute, the court is of opinion that it is unconstitutional and invalid for the following reasons:

(a) It is not a tax for a public purpose. I am of opinion that the raising of money in this manner

for the payment of benefits to injured firemen, as prescribed in Sec. 8, is not the use of the taxing power for a public, but for a private purpose. While it is true that firemen perform a highly valuable function in the service of municipalities, still the same thing is true of many other classes of employes, such as policemen, street laborers, officers who have grown infirm in the service of such municipalities, and who, by reason of such labors, are practically incapacitated for other lines of employment. All of these are illustrative of the lengths to which the taxing power may be carried for the relief of some members of society to be obtained by a tax levied upon other members of society. The basic principle of taxation, that it shall not be levied except for a public purpose, does not, in my judgment, permit of such a tax as is here sought to be imposed.

(b) Even if this be deemed a tax for a public purpose, it is for a municipal purpose. Firemen are municipal, not state, employes, and acts for their relief accomplish a municipal purpose. The direct imposition by the legislature of a tax for municipal purposes is directly prohibited by Section 5 of Article XIII of the Utah Constitution.

(c) The tax is not uniform and equal, as required by Sec. 3 of Article XIII of the Utah Constitution, which requires that the legislature "shall provide by law a uniform and equal rate of assessment and taxation on all property in the state, according to its value in money, and shall prescribe by general law such regulations as shall secure a just valuation for taxation of all property, so that every person and corporation shall pay a tax in proportion to the value of his, her or its property." Chapter 146 does not seem to conform to this rule requiring a uniform and equal rate of assessment and taxation on property. *Wells Fargo Co. v. Johnson* (8th C. C. A.) 214 Fed. 180. It also places a burden where it does not provide commensurate return. This tax upon the face of the act is paid by insurance companies for purposes in aid of the fire departments. It is argued, of course, that these fire departments should be supported by the insurance companies because they aid such companies in reducing fire losses. As pointed out, however, in some of the authorities cited for the complainants, a large part of every community carries no insurance. The fire departments are equally available for the protection of such as for the protection of those who carry insurance and for the protection of insurance companies. Thus insurance companies are called upon to support fire departments when these latter exist to a large extent for the benefit of persons carrying no insurance. If it be said, however, that the policyholders—that is, those who support the companies by paying the

premiums—ultimately pay this tax, in that premiums will presumably be proportionately increased to cover such tax, the same reasoning applies; for thus a burden is placed upon the part of the community carrying insurance for the benefit of the whole community, a large part of which carries no insurance. It is to be noted also that the amounts when collected under Chapter 146 go not to the municipality where collected, but go into the state treasury, to be used as occasion requires on behalf of the firemen of the various communities of the state. In other words, community A. which may contribute half the fund, may never receive a cent therefrom by reason of the fact that casualties in community B may absorb it all, or the lack of casualties in community A may render unnecessary a call upon the fund. Thus the community furnishing the fund may as a matter of practical operation get none of it. These illustrations demonstrate the lack of accord between this act and the provision of the Utah Constitution requiring uniformity and equality in the assessment and taxation of property.

(d) The act is one not only providing a "relief fund for firemen, and providing for the payment of indemnities to injured and disabled firemen in the state of Utah," but it also provides for the payment of indemnities to the heirs of firemen losing their life in the line of duty. It also, as we have seen, provides that the source from which all of the fund is to come is a tax upon the premiums of fire insurance companies. These two other important elements of the act are not in the slightest degree disclosed by the title of the act, and the act, therefore, is invalid under Sec. 26 of Article VI of the Utah Constitution, requiring that the subject matter of the act shall be "clearly expressed in its title."

Other grounds against the constitutionality of the act are urged, as, for instance, that the act does not afford due process of law because of the severity of its penalties, and as being thus within the prohibition of Section 7 of Article I of the Utah Constitution. These grounds do not impress me, however, as fatal to the act. For the reasons above given, however, I am of the opinion that the act is invalid, and that its enforcement cannot be permitted so as to affect the status held by the complainants at the date of its passage. The demurrer to the bill of complaint will accordingly be overruled.

Wherefore:

ORDER

This cause having been heretofore submitted upon defendant's demurrer to complainants' bill of complaint herein;

It is now ordered by the court that said demurrer be, and the same is hereby overruled, and that de-

defendant answer herein within thirty (30) days; to which ruling of the court the defendant duly accepted.

This Sept. 11, 1914.

(Sig.) W. H. Pope,

U. S. District Judge.

Filed Sept. 19, 1914.

Jerrold R. Letcher Clerk.

Attorneys for the successful 66 companies, complainants, were T. C. Coogan of San Francisco and Van Cott, Allison & Riter of San Francisco. The attorney-general of Utah represented the insurance commissioner, defendant.

The action began in December, 1911.

The state of Utah will appeal the case to the circuit court of the eighth circuit, which meets at Denver.

Judge Pope, whose decision is given above, is district judge in New Mexico.

The objectionable firemen's relief fund law imposes a tax of 1 percent on all premiums collected on fire and lightning policies on property in the corporate limits of towns and cities that maintain fire departments of any kind. Penalty is revocation of authority to do business in the state.

The companies, in the resistance of this law, were obliged to give bonds in 1911, 1912 and 1913.

The law provides for benefits to firemen, payable out of the relief fund which it creates. Of course, if that fund should prove insufficient, the tax would be increased.

Total disability by injuries or sickness give the fireman \$2,500.

For loss of life, \$2,500 is payable.

For loss of both feet or both hands, or loss of one foot and one hand, or loss of sight, or loss of one eye and one hand or foot, \$2,500 is payable.

For loss of one hand or one foot, \$1,250 is payable.

The law also creates a board of examiners.

Politicians could hardly devise a better measure to introduce politics into fire departments and reward faithful workers at the polls.

If an American city should burn this year, how could the insurers raise the money to pay the tremendous loss? There is no present market for the securities in which most fire assets are invested?

Look over our Insurance Legal Digest. Ask yourself, is there a better one? Is there one as good and recent?

Railway Liability for Loss of Precious Goods Before the War

A firm in Paris had shipped a sealskin cloak, valued at \$7,000, to Moscow, in Russia, packed in an ordinary trunk and without specification of its value. The trunk with the cloak burned up in a train fire in Prussia while in transit. The sealskin had been insured and the insurance company paid the loss, but brought suit against the Prussian Railway Administration for recovery upon refusal to make good the loss. The refusal was based upon a paragraph of the railway regulations which provides that all objects coming under the head of precious goods, such as articles made of gold, silver or platinum, with or without precious stones or genuine pearls, particularly valuable laces, embroideries and so forth must be designated as such in the bill of lading and their value stated.

A superior court found for the company in defining pelts etc, even very valuable ones, to come under the head of ordinary wear, substantiated by the fact that the railways annually carry furs etc. of a value of several million dollars, and, if they are not considered precious goods, by not being specified as such, a sealskin made up of about 800 small furs, could not be held as belonging to that class. This decision was overruled by a higher district court and its overruling concurred in by the imperial supreme court through a dismissal of the insurance company's appeal. The reasons advanced were that what is understood as precious goods in the railway regulations cannot be construed by custom of language and usages but in the sense in which the paragraph was framed. If wearing apparel considerably surpasses ordinary value and becomes an ornamental piece for display, it must be included among the objects meant as precious goods by the railway regulation.

A bill, copying the New Zealand law, for state fire insurance is now before New South Wales legislature. After awhile there will be banking and baking and pranking and faking, by "the state."

If anything burns without insurance, the local agent should ask himself, Is it my fault?

East and Middle West fire underwriters are feeling blue because of extraordinary fire losses in number and amount.

INSURANCE OF ALL KINDS

Tornado Insurance Needed in California

Are the Eastern folks bringing their climate with them, or is the cutting of the forests causing new climatic conditions in California? Lightning strokes, "vox Dei," are increasing, and last week Shasta county suffered from a tornado which demolished barns and schoolhouses and uprooted trees in a strip of land 300 feet wide and two miles long.

German Decision in Double Insurance

Some time ago the German imperial supreme court found against a claimant in a case where insured had also taken insurance in a second company on the same object while it was expressly stipulated in the policies of both companies that insuring in another company would void the policy. When the loss occurred claimant maintained that by reason of the exclusion by each company of his right to indemnification a second insurance did not exist. The court rejected this view.

Unusual Accidents

An avalanche of boulders rolled down a canyon side in Colorado and crashed into a moving passenger train, killing three passengers and wounding fourteen. Coroner's jury held the D. & R. G. R. R. blameless.

A San Franciscan on rising from his bed caught a foot in the clothes and fell to the floor. He was taken to a hospital and died in the evening.

John Deppetini, a San Francisco commission merchant, was running his automobile into his garage when his head struck the sliding door. His neck was broken and he was taken to the hospital with his limbs paralyzed and in a critical condition.

Life.—Today we believe, in general, that the prevailing ideas on life insurance are sound; that the contracts represent an equity of interests—that they are just about right—and we look back with chagrin at the seeming illiberality of twenty-five years ago. But

twenty-five years ago some of us experienced similar sensations and viewed with amusement the conditions of previous years.—Jesse R. Clark.

Agent Should Notify His Own Insurer

Where an agent of an insurance company insures his own property for his own benefit, it is his duty to notify the insurer of his ownership as an element of the risk.—215 F. 355.

Special Taxes on Entering

The New York state insurance department issues yearly a summary of the fees and taxes charged New York insurance companies by insurance departments of other states.

In California the initial expense is \$121. Taxes are $1\frac{3}{4}$ percent of gross premiums received in the state less return premiums, reinsurance in authorized companies or associations, subject to action of retaliatory law.

These tax laws apply likewise to companies from all states and countries.

Colorado's initial tax is \$188.

Arizona, \$148.

Hawaii, \$61.

Idaho, where the fire companies have lost much money, \$225, besides a capital stock tax.

Montana, \$339.

Nevada, \$125.

New Mexico, \$181. Taxes are 2 percent of gross premiums, less returned premiums.

Oregon, \$285. Taxes are 2 percent of gross premiums, less return premiums, losses and reinsurance premiums paid.

Utah, \$136. Taxes are $1\frac{1}{2}$ percent of gross premiums less premiums returned, but property tax paid for state purposes may be deducted.

Washington, \$70, with reciprocal laws.

Wyoming, \$78. Taxes are $2\frac{1}{2}$ percent of gross premiums collected.

If you say "illy defined" you should also say "welly defined." Ever think of that?

"In Lieu of All Other Taxes and Licenses"

California—Hartford Fire Ins. Co. v. Jordan,
Secretary of State, 142 P. 839

**Officers—Collection of License Tax Under Protest—
Liability of Collecting Officer**

Under St. 1906, p. 43, making it the duty of all state officers to pay into the state treasury money received by them in their official capacity, Pol. Code, § 663 et seq., providing that money deposited in the state treasurer's office can be taken therefrom only on a proper warrant after audit of the state board of control, and Pen. Code, § 424, making it a felony to willfully fail to pay over public moneys to the state treasurer, the secretary of state was not individually liable to an insurance company for a license tax collected from it, pursuant to St. 1905, p. 493, and amendments thereto, and duly paid over to the state treasurer, where he acted merely in his ministerial official capacity, and did everything pursuant to the statute.

License Tax—Voluntary Payment

The payment of a license tax by an insurance company under protest, to avoid the forfeiture prescribed by St. 1905, p. 493, and amendments thereto, for nonpayment of such tax, which forfeiture would result in case the courts held such statute to be still in force, was not a voluntary payment, so as not to be recoverable by the company.

Liability of Insurance Company

Const. art. 13, § 14, providing that taxes "shall be levied, assessed and collected in the manner hereinafter provided," and requiring every insurance company to annually pay a certain tax, to be "in lieu of all other taxes and licenses * * * upon the property of such companies," supersedes the prior State License Act (St. 1905, p. 493, and amendments thereto) so far as it applied to insurance companies and exemptions from the provisions thereof as to the payment of the license tax thereunder.

It is a trifle amusing to read now in our dailies extracts and summaries of announcements made by the insurance superintendent of New York and printed by the Coast Review three months ago.

Extraordinary State of Affairs

The war in Europe has created conditions without a parallel since the Napoleonic wars. Europe is in a death grip and business is at a standstill. All neutral countries are affected.

The warring countries have moratoriums or a delay of debt payments.

Stock exchanges everywhere are closed, to prevent the sale of securities at panic prices and the lowering of all values.

In this country, besides, business contends with freak agitation and freakish legislation.

Money is being hoarded or it is being withheld from the usual investment channels.

Insurance is affected unfavorably, as are all branches of business; but fire insurance is specially affected by the increased moral hazard.

A dishonest man may not be able to borrow money on his bonds but he can sell his house or store to the insurance companies. A fire will enable him to meet his obligations when he can find no other buyer for his property nor any lender who will accept the security of first class bonds or realty.

"It is a condition and not a theory that confronts us."

Financial Situation.—The senate of the United States recognized the optimistic statesmanship of A. L. Mills, president of Oregon Life Insurance Company, by making his address on the financial situation, as delivered during Buyers Week in Portland, part of the record of the 63d Congress, 2d session. It was presented and read in the senate August 22, 1914, ordered printed, and is known as Document No. 567. Copies of it can be had by addressing Senator Chamberlain at Washington, D. C., or Portland Ad Club, Portland, Oregon.

Sir Isaac Newton was the son of a farmer. He discovered and formulated the universal law: "The force of attraction of a body is inversely proportional to the square of the distance."

Things sometimes go awry because of too much rye.

Insurance Men in Public Life

By S. Epstein, Colorado Commissioner of Insurance

Should insurance men go into politics? According to the ordinary understanding of this question, no. Should an insurance man go into public life? My answer is, yes, by all means.

There is a vast distinction between politics and public affairs. Going into politics ordinarily means partisanship; it means affiliations with one political party and sharing its fortunes and its defeats and depending largely on the popular fancy at the time of election. Going into public life, however, has an entirely different significance; it means nonpartisanship; it means urging a cause because of its general public value, irrespective of parties and irrespective of the popular momentary fancy.

Perhaps a story from my own experience will make the thought clear. Before going into the insurance business, I spent many years as a college professor, and I had occasion to observe the marked difference between going into politics and going into public life. I remember very well an occasion when

Two Colleges

A and B, went to the legislature with requests for appropriations of money. The president of college A affiliated himself with one political party and got an ample appropriation easily. Two years later, however, when the other party was in the ascendancy, he got no appropriation, and his college was in financial difficulties. The president of college B, however, refused to affiliate himself with any political party, and claimed that since his college belonged to the state, it was the duty of all parties to support it, irrespective of their political beliefs. The president of college B had a much harder fight, but he won, and he won on a more substantial basis than the president of college A. He not only secured the appropriation which he sought, but he also secured an appropriation from every subsequent legislature, no matter which party had won at the previous election.

* * *

Everybody eats bread, and the making of bread is in no sense connected with the

fortunes of any one political party: it belongs essentially to the entire public; everybody drinks water; water does not belong to any one political party; it belongs essentially to the entire public; everybody should carry insurance; insurance must not be bound up with the fortunes of any one political party; it belongs to the entire public just as much the bread we eat, the water we drink, the air we breathe.

* * *

State Insurance

To the average citizen who has no understanding of insurance, the term "state insurance" seems to have a very attractive sound. He does not know any of the inherent difficulties of the proposition which render it inexpedient. I take it that the three chief arguments against state insurance are:

1. The prevalent belief that the state guarantees the insurance is erroneous. The state does not guarantee the insurance; the state merely creates a special fund, and if this fund is depleted, the policies issued are without further protection from the state;

2. A state is too small a unit of area on which to base a rate. For instance: in the state of Colorado a small population is scattered over a large area. Denver is a concentration point of population. A catastrophe in Denver could not be averaged up throughout the state. In order to cover the catastrophe hazard, it would be necessary to include a great many large cities. Thus it would be necessary to go out of the state in order to secure enough risks of the Denver type for the purpose of averages. Therefore, Colorado cannot safely embark on state insurance.

Colorado is in no way exceptional; the other states are more or less in the same position. The enormous concentration of population in Chicago is not averaged up by the rest of Illinois; the concentration of population in St. Louis is not averaged up by the balance of the state of Missouri, and so on through the other states;

3. The conduct of public affairs in the several state governments is not on the same basis of efficiency as private corporations. One might moralize on this topic and present various explanations of this fact. He might

even point out some rare exceptions of public officers who conduct their offices in approximately the same way as private business is conducted. However, no person who is familiar with the facts would undertake to contradict the general proposition that the average state administration is not as efficient as the average private corporation; that the average political office holder does not run his office as efficiently as the executive heads conduct a private company.

I do not know whether all of you agree with me on these arguments on state insurance. If you do, well and good; if you do not, find some proposition on which you do agree; then when you go home, interest yourself in the public life of your community and repeat to all your friends, to your friends in the legislature, and in all proper ways and on all proper occasions, the arguments which appear to you to be fair and proper on the subject. Be sure that you do not present it as a party proposition, nor as a political measure. On the contrary, be sure that you present it as a nonpartisan proposition, as a measure for the general public good, as a measure which is of such paramount importance that all parties must agree on it irrespective of their political differences.

Prevention

The possibilities of the movement for preventing waste and loss are being generally recognized. Organizations for the prevention of loss through fires, accidents, disease, and death are being formed. Their work is very valuable, as it deals with one of the worst dangers now confronting the country.

"Safety first," which is your slogan, can well be made and should be made the slogan of all insurers. It is infinitely better to prevent a death than to pay a death claim; to prevent an accident than to pay an accident claim; to prevent a fire than to pay a fire loss; to prevent any sort of calamity than to indemnify sufferers from the calamity.—Willard Done.

The Australian Mutual Provident Society will pay claims under policies of volunteers or others who may be killed in battle from the attack of a foreign enemy.

Preferred a Fire to a Hanging in Merry Maryland

Down in one of the southern counties of Maryland the other day they hanged a white man—or rather started to hang one.

Now it was very unusual to hang a white man in this particular county; for 90 percent of the population is negro.

As hangings are public in that region and as this particular one was a white man, a big crowd turned out.

The prisoner had been led out of the jail, stood up on the trap, his hands tied, he had said his last word, had made peace with his Maker, the black cap had been put on, the noose adjusted and the trap was already to be sprung, when some one yelled: Fire!

A fire, it seems, is more unusual than a hanging in that county and all put off for the blaze, a big tobacco barn a mile down the road, and left the prisoner standing on the trap unattended.

An aged, belated negro came shuffling along past the scaffold on his way to the fire, looked up, saw the man about to be executed was alone and observed from his hand, which remained exposed, that he was white.

"Say," said the negro, "what you all doin' up there, white mahn?"

"I'm workin' for a movin' picture show," came the reply from under the black cap.

"What's you all gettin'," asked the negro.

"Oh, twenty-five dollars a day," said the white man.

"Law, law," exclaimed the old negro, "it beats all the ways you white folks do study up to make money,—you all don't want no help does you?"

"Yes," said the white man, "you might stand here a while so I can get my dinner."

The negro consented, climbed up on the scaffold, untied the white man, who in turn tied up the negro, adjusted the noose, put the black cap over the negro's head and then proceeded to "beat it."

After the fire was out the sheriff and the crowd returned to the scaffold—they found the supposed prisoner still standing there waiting to be hanged.

The sheriff sprang the trap!

But the rope broke and negro, noose

black cap and all came tumbling down on the ground. As he got up on his feet he clutched off the black cap, looked around at the crowd and yelled: "Say, white folks, look out what you all is doin', you gwine to hurt somebody yet with this heah movin' picture business!"—Cottrell's Magazine.

Said at the Victoria Meeting of the Pacific Coast Fire Chiefs

Work of the Telephone

A paper by W. D. Moore, divisional superintendent of the Pacific States Telephone Company, Portland, on the subject of protection of telephone plants, opened the afternoon session. He urged the necessity of the maintenance of communication in case of a general conflagration, thus obviating the great inconvenience and loss to business. He cited the experience of Worcester, Mass., where, while little damage was done, the water put the plant serving 19,000 customers out of business. At the great Salem fire the telephone service proved of inestimable value in summoning assistance and, afterwards, in permitting adequate relief measures. The paper outlined the type of structure now used for up-to-date telephone exchanges, and the method of installation of plants. In case of fire more damage might be expected from water than from flames, owing to the intricate nature of the apparatus.

The important part the telephone plays in the fire alarm system was well illustrated by Chief Stetson, of Seattle, who described the difficulty met with when an alarm was being responded to and curious persons used the telephone to ascertain where the fire was. He urged that some method be evolved by the company and fire chiefs to prevent this unnecessary unloading of the telephone alarm system.

Among the speakers was Fire Marshall Kellogg, the first chief of the Seattle volunteer department, and after the great fire in 1889, when a paid department was instituted, he became its chief. He held the position until 1906, when he was appointed fire marshall, and held that office until December, 1911, when he retired at the age of seventy-three years.

Electrolysis

In a discussion on the question of the damage from electrolysis due to escaping electric current from street car rails, Mr. Moore, of the Pacific State Telephone Company, gave a brief description of the cause of the trouble, and a number of the delegates testified to the importance of having proper safeguards instituted. A report now being prepared on this subject by a commission of experts appointed by the State of California will, when published, be made a matter of record in the proceedings of the association.

Flour and Saw Dust

A paper on the dust and refuse hazard in mills was read by Chief Davis, of Victoria, and comment thereon indicated the suggestions made were considered most timely, as the experience of chiefs throughout the Pacific Northwest, in which so many saw-mills are located, has shown that many mill owners are backward in equipping their plants with needed protective devices.

South Vancouver, B. C.

The fire loss in South Vancouver during the quarter ended September 30, amounted to \$26,822. The number of alarms sent in to the fire department was 64. The loss on buildings was \$17,247 and on contents \$9,575. The value of property involved was \$68,050 and the amount of insurance involved \$37,550. During this year water-works extensions have cost \$109,685. Fire Chief Lester asks for a combination pump and hose wagon. The high levels of S. V. are about the same as the intakes at the sources of supply.

The largest policy paid by the Mutual Life this year was that on Geo. W. Vanderbilt, financier, of Washington, D. C. Premiums thereon amounted to \$595,000. The company paid \$1,000,000, the return over cost being \$405,000.

R. R.—The president of the A. T. & S. F. Railway says the company's taxes have been nearly trebled in the past ten years.

ITEMS

—Many gold mines have ceased operations because of inability to procure cyanide since the war began.

—Copper operations in this country have been "cut in two" because of the war and decreased demands.

—The worker who does not take his "vacation" with some regularity will some day be ordered to take a long one, by his doctor.

—Local agents should ask their town editors to mention the amount of insurance carried, in reports of fires, collisions, sinkings, accidents, robberies, defalcations, deaths, etc. Such mentioning help insurance and adds to the value and circulation of the paper.

—Copper.—It is believed that the destruction of copper used in the European war will be so great that the demand for the metal will in time be greatly increased. It is probable that 100,000,000 pounds of copper will be used up in this great war—and perhaps 200,000,000 pounds.

—California miscellaneous insurance is steadily advancing in premium income. Last year's total equalled the total California fire premiums in 1900, only thirteen years before. The chief miscellaneous premiums are personal accident and health and employers' liability, being over 75 percent of the total. There is an apparent profit of 10 percent of the nearly \$6,000,000 miscellaneous premiums. Of the \$10,000,000 miscellaneous premiums collected on the Pacific West in 1913 three-fifths were collected in California.

—The American insurance commissioners will work for uniform taxes and fees. They will draft a bill regulating underwriters' agencies, and will also request legislation to prohibit LIFE COMPANIES from issuing a policy that does not reserve the right to defer for at least six months actions on application for a loan. In the panic of 1907 a big Northwest life company deferred for months applications for needed loans, because unwilling to sell securities at a loss. This company may be behind this measure, which as a law will make life insurance harder to sell.

—Subscribe to the Coast Review now and get November and December free.

—Overlooked.—The present greatest war was not heralded by a huge long-tailed cat of a comet.

—Only three insurance journals receive dispatches—one in New York, other one in Kentucky, and the other in Georgia.

—If not, you should be, a subscriber to the Coast Review. The company that does not subscribe for nor advertise in it is a tight wad. Sure!

—Field Men.—If your name does not appear in our field men's directory, printed elsewhere, it is your fault or possibly the fault of your manager.

—A son of Secretary Weinmann of the Fireman's Fund, L. R. Weinmann, a successful young attorney, will soon be justice of the peace in Alameda.

—Western Canada's wheat crop is estimated at 135,000,000 bushels. This output should pay for a big lot of fire insurance which prosperous people must have.

—Sacramento, Cal., claims to have two new "fireproof" buildings, the \$200,000 new schoolhouse at Eleventh and U streets, and the mercantile building at Twelfth and J streets. The latter will be a one story steel frame with foundations for ten stories to be built later.

—Portland, Oct. 2.—Recall petitions with more than 10,000 signatures have been filed for the removal of Mayor Albee. Gross incompetency is alleged. The mayor has made himself notorious by causing or threatening the arrest of women wearing the slit skirt or displaying the sacred ankle. Albee is a modest life insurance agent.

—San Francisco.—Ninth avenue, south of "the park," for one block is becoming a deserted village. Just around the corners, on Irving street, rows of new stores have been built and are all occupied. They have about "killed" the block from Lincoln Way to Irving. The extension of the car line along Judah is partly responsible for this "hegira."

—Mr. Boyer has never explained the adverse report of the Insurance Commissioners.

—Bandit insurance would be something new. Train robberies always increase in bad times.

—Probably the truth has not yet been told about Mt. Lassen, Cal. Advertising pays too well.

—Fire.—E. E. Hall & Co. of New York have introduced the London & Lancashire Life & General Assur. Assn.

—Fire.—Philadelphia's half-year \$3,091,584 premiums is an increase of about \$50,000 over same months of '13. It is a great manufacturing city.

—The general agent's loss ratio usually depends on his contract—out here. And also on the proportion of San Francisco premiums written.

—Compensation.—The Massachusetts insurance czar says the compensation business acquisition cost of $17\frac{1}{2}$ percent is indefensible, as the business is compulsory. This is the limit fixed by the companies.

—Philadelphia.—Noteworthy increases in city premiums are reported by the Fire Association, North America, Hartford, Aachen & Munich, Continental, Home, Liverpool & London & Globe, Pennsylvania, National Union, Connecticut, Niagara, North British, and Royal. Many offices report a decline.

—You will find "where the companies write" in the Coast Review's Pacific Fire Chart, at the bottom of each group of agency figures. Take any number from the preface, representing a state, and run down the columns and you will have a list of every company writing direct or accepting reinsurance in that state.

—Industrial.—Almost simultaneously the Prudential held business conferences of its industrial superintendents in Chicago, Washington, D. C., and San Francisco. At Chicago 225 industrial leaders met; at Washington, 450, at Chicago 500 of the local staff also had a meeting. At San Francisco Mr. Munseck and Mr. Kulp were in charge as the home office representatives.

—In the Welsh tongue, ap means son. It appears as P in such names as Pritchard and P(h)owell.

—Railroads on this Coast are reporting a steady decline in net income. This decline began long before the present war.

—San Francisco.—Gus Hartman, who has introduced more vicious insurance bills than anybody else, is a "Push" candidate for the California senate, as always. The Progressives beat this fellow at the last election and probably will do so at the fall election.

—The Illinois Society of San Francisco has just been organized, especially for the Fair year and longer if worth while. If you were born or reared in Illinois you are invited to become a member. Fee and dues are nominal. H. T. Smith, broker, is president. Phone, Park 4414. Meet your Illinois friends.

—Industrial Men Meet.—This week in San Francisco the second convention of the Prudential industrial superintendents of the Pacific West are in convention. Edward F. Kulp, supervisor, and Morris G. Johnson division manager, are presiding. This convention is a rousing success. Men are here from Denver, Vancouver, Spokane, Walla Walla, Tacoma, Seattle, Portland, Los Angeles, San Diego, Sacramento.

—Having applied for admission to Colorado, the commissioner of that state, on invitation of the superintendent of insurance of the District of Columbia, went to Washington and made an examination of the First National. He says the Southern building, bought by the associated companies for \$1,578,661 and put in the assets of each at \$1,000,000, or \$2,000,000 altogether, is worth about \$1,800,000. The new management is praised. J. E. Smith, the underwriter, has had over eighteen years experience. Mr. Epstein reviewing the past of this "promotion" company, concludes: "The past is past and cannot be changed. The stockholders should turn their eyes to the future and give loyal support to the management in its effort to conduct a bona fide insurance company."

FIRE INSURANCE

Why Not a More Fitting Name?

In early days of fire insurance there was only one insurance agent. He was the company's general agent.

Then came the development of the local agency, and hence the local agent.

Numerous local agencies necessitated visits of men from the general agency or the home office. These men were given some authority. They were more than office employees. They needed some distinguishing title.

As their visits were occasional and special, and not frequent and in some degree regular as now, we assume, they were called special agents.

Today the title "special agent" is no longer fitting. It is an outgrown title and more or less without meaning. The "special" of today is not special.

He is not "peculiar" nor "different from others," nor "extraordinary" nor "uncommon," nor one "specially appointed" and therefore of temporary employment.

It is time to give up this title, except when the service is special and temporary. A new title, one with meaning, expressing the the work he does, should be given the field man.

Our English cousins give him the title of inspector. This is good, in its limited way, but it will hardly do for this country.

One San Francisco department, that of the Springfield F. & M., gives to each of its field men the title of superintendent of agencies. This is excellent, and it leaves the title of general superintendent of agencies for the senior field man, should its use be desired.

Other offices use the title of superintendent of agencies for their chief field man but retain the title of special agent for their other field men.

Why shouldn't the field men of this Coast discuss this matter at their annual meeting next April? We suggest to President Medcraft of the Fire Underwriters Association of the Pacific that he take this matter under

consideration. If the field men should write to him and give their views, favoring or opposing a change of title, Mr. Medcraft could embody their letters in his annual address.

How would one of these titles do:

Inspector, superintendent, supervisor, manager's deputy, general agent's deputy, assistant to the general agent, assistant to the manager? Take your choice, or suggest a new one.

Do you field men favor a change of title?

Would you prefer the English "assessor of fire losses" to "adjuster"?

Would you prefer "adjuster of fire insurance damages"? or "special adjuster of fire losses"?

Do you believe another title better than "special agent"?

We Apologize

Nobody asks it, but we cheerfully apologize to ex-President Carstens. We thought there could be only one.

An obliging reader writes us: "The Mr. Carstens mentioned in the Coast Review as president of a Tacoma packery which carried no insurance is not the wise Carstens who was president of the Washington Fire Ins. Co. of Seattle."

We are looking for the man who said he was.

In Los Angeles Youtz appears to be regarded as a Josh.

The Hartford Agent for September mentions with approval the new fire motorcycle equip with extinguishers, a fireman's ax, etc.

The supreme court at Washington, D. C., has 652 cases ready for consideration.

A Washington hunter last week killed his forty-second bear in three years. It weighed 350 pounds.

Washington is shipping apples to Siberia.

PACIFIC COAST DEPARTMENT FIRE BUSINESS.

By Companies, Agencies and Departments.

(This Compilation is original with the Coast Review.)

WHERE THE COMPANIES WRITE.

The figures in this compilation of Coast business by agencies and departments, written in San Francisco, represent the business of states and territories (as per numbers), as follows:

- | | |
|----------------|-----------------------|
| 1. CALIFORNIA, | 10. COLORADO, |
| 2. OREGON, | 11. NEW MEXICO |
| 3. WASHINGTON, | 12. HAWAII, |
| 4. IDAHO, | 13. ALASKA, |
| 5. MONTANA, | 14. BRITISH COLUMBIA, |
| 6. UTAH, | 15. PHILIPPINES, |
| 7. NEVADA, | 16. MEXICO or TEXAS, |
| 8. ARIZONA, | 17. ALBERTA, |
| 9. WYOMING, | 18. SASKATCHEWAN. |

Companies and Agencies	San Fran. Prem's	—Coast—		Ratio Incur'd Percent
		Prem's Rec'd	Losses Incur'd	
1 Fireman's Fund — Louis Weinmann, Sec.				
1 1913	\$88,132	\$1,443,028	\$720,566	49.9
1 1912	98,564	1,364,514	717,463	52.5
1 1911	128,106	1,512,633	682,689	45.1
1 1910	130,987	1,298,074	601,460	46.3
1 1909	102,128	1,200,194	495,463	41.2
	\$547,917	\$6,818,443	\$3,217,641	47.

Writes in 1 to 14 inclusive and 16, 17 and 18; also Texas and Arkansas.

Percent of S. F. business, 8.

2 California — Geo. W. Brooks, Sec.				
2 1913	61,985	472,112	188,445	40.0
2 1912	89,392	486,112	151,185	31.1
2 1911	109,643	488,921	131,906	26.9
2 1910	123,904	464,106	145,295	31.3
2 1909	110,154	403,159	141,670	35.4
	\$495,078	\$2,314,410	\$758,501	32.

Writes in 1 to 14 inclusive, also 17 and 18.

Percent of S. F. business, 21.

3 Vulcan Fire — A. Hodgkinson, Sec.				
3 1913	4,508	73,489	24,552	33.4
1912	4,801	34,787	1,144	3.8
	\$9,309	\$108,276	\$25,696	24.

Percent of S. F. business, 8.

4 Capital				
4 1913	3,205	28,522	11,700	41.5
4 1912		14,367	749	5.0
		\$42,889	\$12,449	30.

Percent of S. F. business, 7.

SAN FRANCISCO GENERAL AGENCIES AND DEPARTMENTS.

Companies and Agencies	San Fran. Prem's	—Coast—		Ratio Incur'd Percent
		Prem's Rec'd	Losses Incur'd	
1 Wayman & Henry — Sun, National, Michigan F. & M., Colonial, Mechanics & Traders				
1 1913	\$139,981	\$1,755,655	\$729,330	41.5
2 1912	193,878	1,806,691	652,904	36.1
1911	240,767	1,894,053	629,883	33.
	\$574,626	\$5,456,399	\$2,012,117	36.

Write in 1 to 14 inclusive.

Percent of S. F. business, 10.

2 Rolla V. Watt — Royal, Queen.				
2 1913	176,761	1,726,972	982,178	56.8
1 1912	270,914	1,843,366	746,774	40.5
1 1911	330,138	1,936,003	716,976	37.0
1 1910	350,118	1,943,742	721,812	36.9
1 1909	363,099	1,935,467	723,123	37.3
	\$1,491,030	\$9,385,550	\$3,890,863	41.

Write in 1 to 8 inclusive and 11, 12 and 13.

Percent of S. F. business, 16.

Companies and Agencies		San Fran. Prem's	—Coast— Prem's Rec'd	Losses Incur'	Ratio Percent
3 Geo. H. Tyson.—German-American, Phoenix of Hartford, German Alliance, Equitable F. & M., Protector Underw.					
3	1913	103,746	1,413,371	620,644	43.9
4	1912	139,578	1,431,501	533,977	37.5
2	1911	179,009	1,464,852	568,329	38.0
3	1910	192,494	1,394,234	523,866	37.3
2	1909	181,073	1,318,709	419,225	31.8
		\$795,900	\$7,022,667	\$2,665,541	37
Write in 1 to 8 inclusive; in 5 Phoenix only. Write also in 12, 13 and 14. Percent of S. F. business, 11.					
4 Dixwell Hewitt—Hartford Fire, Citizens Fire.					
4	1913	122,980	1,354,212	640,777	47.3
3	1912	127,277	1,447,724	598,537	41.2
3	1911	134,217	1,443,366	593,633	41.1
2	1910	137,869	1,400,538	602,613	43.0
3	1909	114,003	1,262,013	491,054	38.9
		\$636,346	\$6,907,853	\$2,926,614	42.
Write in 1 to 8 inclusive, 12, 13 and 14. Percent of S. F. premiums, 9.					
5 W. H. Breeding—Ætna.					
5	1913	149,099	1,008,569	411,702	40.7
5	1912	194,127	1,050,609	362,173	34.4
6	1911	229,507	1,072,045	321,121	29.9
8	1910	238,699	1,013,646	352,032	34.7
8	1909	228,922	894,035	236,174	26.6
		\$1,040,354	\$5,038,904	\$1,683,202	33.
Writes in 1 to 8 inclusive, 12, 13, 14, 17 and 18. Percent of S. F. premiums, 20.					
6 †Harry L. Roff—Home, N. Y.					
6	1913	225,829	902,914	407,900	45.1
7	1912	273,370	931,655	335,603	34.9
8	1911	326,608	991,818	302,239	30.5
7	1910	396,678	1,096,643	353,240	32.2
6	1909	408,974	1,089,700	382,436	35.0
		\$1,631,459	\$5,012,730	\$1,781,418	35.
California, Nevada, Arizona. Total Pacific West premiums, \$1,554,344 loss ratio, 43.2. Write in 1 to 14 inclusive, and in 16. Percent of S. F. premiums, 32 to agency territory and 20 to Pacific West.					
7 R. P. Fabj—Liverpool & London & Globe					
7	1913	239,518	861,169	384,981	44.7
6	1912	295,919	962,998	345,685	35.8
7	1911	345,949	1,039,516	348,412	33.5
5	1910	402,608	1,162,404	390,058	33.5
5	1909	385,959	1,157,856	442,767	38.2
		\$1,669,153	\$5,184,243	\$1,911,903	36.
Writes in 1, 2, 3, 4, 7, 8 and 13. Percent of S. F. premiums, 32.					
8 Geo. W. Dornin—Springfield F. & M., Newark.					
8	1913	78,183	825,146	448,319	54.3
9	1912	100,291	769,533	313,309	40.7
11	1911	116,344	708,883	302,230	42.6
11	1910	121,977	709,177	367,521	51.8
11	1909	129,679	730,094	274,356	37.5
		\$546,474	\$3,782,833	\$1,705,735	45.
Writes in 1 to 8 inclusive, 12, 13, 14. Percent of S. F. premiums, 14.					
9 Edward Brown & Sons—Svea, Agricultural, Globe & Rutgers, Hamilton Fire, Globe Und. Agency					
9	1913	67,674	812,553	403,681	49.8
8	1912	93,591	786,642	361,386	45.6
9	1911	112,346	844,304	320,224	37.9
9	1910	127,245	803,741	352,618	43.9
9	1909	137,944	759,263	279,827	36.8
		\$538,800	\$4,006,503	\$1,717,736	42.
Write in 1 to 10 inclusive, 12, 13, 14 and 16. Percent of S. F. premiums, 13.					

Companies and Agencies	San Fran Prem's	—Coast—		Ratio Percen
		Prem's Rec'd	Losses Incur'd	
10 A. W. Thornton—London Assurance.				
10 1913	75,447	794,366	352,426	44.3
10 1912	97,314	745,859	297,008	39.8
1911	92,445	644,339	241,841	37.5
	\$265,206	\$2,184,564	\$891,275	40.
Write in 1 to 14 inclusive.				
Percent of S. F. premiums, 12.				
11 Christensen & Goodwin—American Central, St. Paul F. & M., Merc. F. & M. Und., Minnesota Und.				
11 1913	56,389	754,144	405,878	53.0
11 1912	69,654	724,466	335,433	46.3
10 1911	84,016	729,125	287,603	39.4
10 1910	97,222	762,398	356,914	46.8
10 1909	100,644	732,688	255,611	34.7
	\$407,925	\$3,702,821	\$1,641,439	44.
Write in all except 9, 10, 11, 15, 16, 17 and 18,				
Percent of S. F. premiums, 13				
12 Sam B. Stoy—London & Lancashire, Orient.				
12 1913	67,987	648,214	320,084	49.3
12 1912	85,676	648,230	215,637	33.2
12 1911	98,607	667,062	242,062	36.3
12 1910	105,833	699,966	309,471	44.1
12 1909	108,855	692,443	224,419	32.4
	\$466,958	\$3,355,915	\$1,311,673	39.
Write in 1 to 13 inclusive.				
Percent of S. F. premiums, 14.				
13 James C. Johnston—Ins. Co. of North Amer., Alliance of Phila.				
13 1913	75,194	617,781	268,299	43.4
13 1912	92,239	636,271	243,955	38.3
13 1911	121,391	666,222	211,974	31.9
13 1910	134,043	627,520	274,519	43.7
14 1909	131,528	570,685	221,335	38.8
	\$554,395	\$3,118,479	\$1,220,082	39.
Write in 1 to 8 incl., 12, 13 and 14.				
Percent of S. F. premiums, 17.				
14 Edwin Parrish—Niagara Fire, Detroit F. & M., Niagara-Detroit.				
14 1913	51,194	610,753	250,240	40.9
15 1912	37,764	542,070	251,055	46.2
1911	39,375	567,908	238,720	42.1
	\$126,333	\$1,720,731	\$740,015	43.
Write in 1 to 8 inclusive; in 12, 13, 14, 17, 18; in 16, mining risks only.				
Percent of S. F. premiums, 7.				
15 E. T. Niebling—Commercial Union, Lon.; Commercial Union Fire, N. Y.; Palatine, London.				
15 1913	50,212	559,573	239,094	42.7
14 1912	64,442	629,787	211,534	33.5
15 1911	76,344	634,336	228,851	45.5
14 1910	77,995	615,070	247,667	40.7
13 1909	82,804	625,662	185,237	29.5
	\$351,797	\$3,064,428	\$1,112,383	36.
Write in 1 to 8 incl., 12 and 13.				
Percent of S. F. premiums, 11.				
16 Folger and Speyer—New Zealand.				
16 1913	109,470	500,903	223,929	44.9
16 1912	117,801	500,481	143,485	28.6
16 1911	145,600	525,884	168,328	32.0
17 1910	163,416	523,857	188,388	36.0
18 1909	164,828	500,324	128,154	25.6
	\$701,115	\$2,551,449	\$852,284	33.
Writes in 1 to 10 incl., 12, 13, and 14.				
Percent of S. F. premiums, 27.				

17	W. Irving — Phoenix of London, Pelican Assurance.			
17	1913	72,931	497,108	258,474 51.9
21	1912	75,932	430,474	196,773 45.7
21	1911	87,427	456,750	200,323 43.8
22	1910	90,133	433,668	225,189 52.0
21	1909	81,811	454,043	200,731 44.0
		\$408,234	\$2,272,043	\$1,081,490 43.
Write in 1 to 9 inclusive, 12 and 13.				
Percent of S. F. premiums, 17.				
18	Benjamin J. Smith — Connecticut Fire.			
18	1913	43,663	474,688	230,720 48.6
17	1912	56,457	498,526	213,747 42.8
17	1911	67,959	508,384	179,247 35.2
21	1910	65,753	456,744	192,677 42.9
22	1909	73,842	447,807	138,504 30.9
		\$307,674	\$2,386,149	\$954,895 40.
Writes in 1 to 8 incl., 13, 14 and 17; 12 reins. only.				
Percent of S. F. premiums, 12.				
19	Frank J. Devlin — † Atlas			
19	1913	34,899	449,937	251,901 55.9
19	1912	46,660	471,875	173,471 36.7
20	1911	47,089	481,678	222,457 46.1
20	1910	55,197	479,973	201,915 42.0
20	1909	54,280	454,999	153,033 33.6
		\$238,125	\$2,338,462	\$1,002,777 42.
Writes in 1 to 13 inclusive, and in 16.				
† Includes Atlas-Manchester figures.				
Percent of S. F. premiums, 10.				
20	Dixwell Davenport — National Union.			
20	1913	119,745	413,489	232,007 56.1
24	1912	126,169	359,640	119,872 38.3
24	1911	151,818	423,413	107,392 25.3
	1910	133,160	321,627	77,285 24.0
	1909	58,596	224,917	88,099 39.1
		\$589,488	\$1,743,086	\$624,655 35.
Percent of S. F. premiums, 31.				
21	Edward E. Potter & Sons — Glens Falls, Security, Girard F. & M.1 New Haven Underw.			
21	1913	53,458	410,698	174,263 42.4
18	1912	46,303	484,989	175,797 36.2
19	1911	60,571	499,523	163,525 32.8
19	1910	40,582	481,803	164,717 34.6
19	1909	46,680	459,625	129,516 28.9
		\$247,594	\$2,336,638	\$807,818 34.
Write in 1 to 6 incl., and 8, 12, 13.				
Percent of S. F. premiums, 10.				
22	H. R. Mann — New York Underwriters, Home of Utah.			
22	1913	28,551	404,399	154,135 38.1
20	1912	39,524	465,647	187,278 40.2
18	1911	29,508	505,905	179,026 35.4
18	1910	35,129	501,862	238,248 47.4
17	1909	35,280	502,532	206,303 41.0
		\$167,992	\$2,380,345	\$984,990 41.
* 1909-10-11-12 figures include those of the retired Teutonia of New Orleans.				
Write in all except 9, 10, 11, 15, 16, 17, 18.				
Percent of S. F. premiums, 7.				
23	W. W. Alverson — N'th River, U. S. Fire, New Bruns, Merchants, Williamsburg City.			
23	1913	47,602	399,036	130,964 32.8
Write in 1, 2, 3, 4, 5, 7, 8, 12, 13.				
Percent of S. F. premiums, 11.				
24	Geo. O. Hoadley — American of Newark, Camden, Roch.-German.			
23	1913	32,285	390,920	194,529 49.7
22	1912	48,930	405,663	206,013 50.7
26	1911	49,738	327,185	123,237 37.6
32	1910	51,775	240,273	108,809 45.3
31	1909	43,982	215,191	86,078 40.0
		\$226,710	\$1,579,232	\$718,666 45.
Write in 1 to 6 inclusive.				
Percent of S. F. premiums, 14.				

25 Catton, Bell & Co. (R. C. Medcraft, Mgr.)—Union of London.

24	1913	41,636	353,793	189,205	53.4
23	1912	64,505	373,689	210,060	56.2
22	1911	79,013	429,509	155,920	36.3
25	1910	72,754	327,699	151,431	46.2
23	1909	79,081	340,290	148,737	43.7

\$ 336,989 \$1,824,980 \$855,353 46.

Writes in 1 to 8 inclusive, and 9, 10, 13.

Percent of S. F. premiums, 17.

26 A. C. Olds—Caledonian, Caledonian-American, Aachen & Munich, Scotch Underwriters.

25	1913	16,466	347,338	184,640	53.1
25	1912	15,469	323,676	137,046	42.3
25	1911	13,025	331,944	149,716	45.3
26	1910	20,233	323,051	165,778	51.2
25	1909	17,507	326,168	121,466	37.3

\$ 82,700 \$1,652,177 \$758,646 46.

Write in 1 to 8 inclusive, 12 and 13.

Percent of S. F. premiums, 5.

27 J. L. Fuller—Norwich Union, Northwestern F. & M.

25	1913	19,553	344,294	160,493	46.6
33	1912	..	210,807	112,203	53.2
32	1911	..	225,954	125,507	55.5
34	1910	..	222,193	131,783	59.9
29	1909	..	229,011	86,878	37.7

\$1,232,259 \$616,864 50.

Writes in 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12 and 13. N. W. F. & M. in 1, 2, 3, 4.

Percent of S. F. premiums, 6.

28 D. W. Clark—Northwestern National.

26	1913	80,987	334,847	194,988	58.2
28	1912	12,033	273,682	107,332	39.3
29	1911	7,964	274,802	95,830	34.8
30	1910	..	244,072	81,786	33.5
26	1909	..	236,542	83,804	35.4

\$100,984 \$1,333,945 \$563,740

Writes in 1, 2, and 3; 1 to 4 inclusive in 1908.

Percent of S. F. premiums, 7.

29 Russell W. Osborn—Pennsylvania Fire.

27	1913	18,854	313,123	155,833	49.7
26	1912	23,327	308,380	139,334	45.1
27	1911	25,341	319,250	128,193	40.1
27	1910	26,891	296,948	128,717	43.3
27	1909	23,184	286,649	115,758	40.3

\$117,597 \$1,524,350 \$667,835 43.

Writes in 1 to 8 inclusive, 13 and 14; 14 reins. only.

Percent of S. F. premiums, 7.

30 Frank M. Avery—Fire Association, Philadelphia Underwriters.

30	1913	48,118	265,310	106,104	39.9
30	1912	58,911	254,448	82,146	32.3
31	1911	66,514	246,878	93,107	37.7
35	1910	55,835	221,186	93,801	42.4
32	1909	54,709	211,532	87,567	41.4

\$284,087 \$1,199,354 \$462,725 39.

Write in 1, 7, 8 and 12. Hereafter write in 2, 3, 14, 17, 18.

Percent of S. F. premiums, 23.

31 C. H. Ward—Firemen's, N. J., East'n Und. Ag'cy, Ger.-Amer., Pa.

31	1913	35,702	264,790	149,441	56.4
29	1912	39,132	256,227	105,207	41.0
33	1911	45,581	222,102	83,663	37.6
36	1910	50,905	215,708	80,060	37.1
33	1909	56,324	202,380	71,579	35.3

\$222,644 \$1,161,207 \$489,950 42.

Write in 1, 2, 3.

Percent of S. F. premiums, 20.

Companies and Agencies		San Fran. Prem's	—Coast— Prem's. Losses		Ratio Percent
			Rec'd	Incur'd	
32 Curtis & Gordon — Providence - Washington, Boston, Old Colony.					
32	1913	27,391	259,243	100,479	38.7
42	1912	21,518	109,468	32,636	29.8
39	1911	22,651	103,732	37,250	35.9
31	1910	28,195	240,711	109,638	45.5
30	1909	29,812	219,280	83,724	38.1
		\$120,567	\$ 932,434	\$363,727	39.

Write in 1, 2, 3, 4, 5, 6, 7, 8, 12 and 13; 11 reins. only.
Percent of S. F. premiums, 13.

33 Macdonald & Miles— Westchester, Camden, Citizens, and Ham- burg-Bremen hereafter.					
Total	1913	22,534	239,389	120,647	50.4
27	1912	32,289	276,345	160,208	57.9
24	1911	43,291	353,829	164,404	46.8
24	1910	54,016	369,605	183,838	49.7
25	1909	56,584	348,590	159,447	45.7
		\$208,714	\$1,587,758	\$788,544	49.2

Write in 1 to 14, inclusive for the Hamburg-Bremen; Citizens, 1, 2, 5, 8,
12 and 14 only.
Percent of S. F. premiums, 13.

34 J. F. Cobb— Nat'l Ben Franklin, United Firemens, Humboldt.					
Total	1913	93,292	230,018	83,508	36.3
35	1912	76,571	183,046	90,089	49.2
38	1911	50,030	109,084	31,490	29.7
40	1910	35,072	89,265	39,792	44.6
40	1909	45,712	112,386	49,353	43.9
		\$300,677	\$723,799	\$294,232	40.

Writes in 1 only.
Percent of S. F. premiums, 41.

35 Bertheau, Selbach & Bertheau — Hanover, Peoples National, Del- aware Underwriters.					
34	1913	21,564	204,155	74,458	36.4
32	1912	19,156	214,647	110,314	51.4
30	1911	25,585	270,458	98,246	36.3
		\$66,325	\$689,260	\$283,018	41.

Write in 1, 4, 11, 13. Now represent Concordia and German, Pa., also.
Percent of S. F. premiums, 9.

36 Miller, Henley & Scott— British America, Western Assurance.					
Total	1913	25,203	196,386	74,869	38.1
34	1912	12,555	207,285	105,463	50.9
34	1911	43,977	221,759	89,313	40.3
33	1910	57,873	236,056	110,077	46.9
28	1909	72,594	258,074	90,722	35.1
		\$212,202	\$1,119,560	\$470,444	42.

Western writes in 1, 2, 3, 7, 12 and 13; British America in 2, 3, 12 and 13.
Percent of S. F. premiums, 19.

37 †H. W. Fores— Scottish Union & National, State Assurance.					
Total	1913	40,410	190,124	62,856	33.0
37	1912	49,353	176,143	59,795	33.9
35	1911	58,122	185,800	43,170	23.2
37	1910	66,080	187,482	61,931	33.4
35	1909	56,703	161,496	77,675	48.0
		\$270.668	\$901,045	\$305,427	34.

† Writes in 1, 7, 8 12 and 13 only.
Percent of S. F. premiums, 34.

38 Henry Homes Smith — Law Union & Rock.					
38	1913	14,103	181,098	100,627	55.5
36	1912	14,271	176,932	81,753	46.2
36	1911	12,656	171,849	65,241	37.9
38	1910	13,546	149,205	66,862	44.6
38	1909	12,516	144,355	60,499	41.9
		\$67,092	\$823,439	\$374,982	45.

Writes in 1 to 8 inclusive, 10 and 13. Now represents Union Assur. also.
Percent of S. F. premiums, 8.

Olds Will Move

The Pacific department of the Caledonian and the Aachen & Munich will in a few days move from 430 California street to very fine, roomy quarters, ground floor, adjoining the new Atlas office, just north.

Manager A. C. Olds goes to New York on October 4, and will be absent about three weeks. He will also visit Chicago.

C. A. Henry, of Wayman and Henry, is on his way East, to be absent three weeks.

Manager DuVal of District B will go to Reno to investigate conditions which seem responsible for the recent extraordinary increase in the number of fires in that Nevada city.

President Faymonville of the Fireman's Fund will probably return home next week. He is now in Denver.

E. T. Gentry has been appointed manager of the Southeastern department of the Fireman's Fund, succeeding Edgar S. Wilson, recently deceased.

The S. W. Levy suit against the Caledonian for a solicitor's salary in 1906 has been decided twice for him and once for the company. Defendant lost this week in the U. S. district court, and will appeal to the circuit court of appeals. The amount involved is \$14,000.

David R. Atkinson, special agent for the Northern at Portland, is in San Francisco today. Dave is bound to become one of the weighty, influential citizens of the great Pacific Northwest.

J. R. McKinney, who has been chief assistant to Kennedy R. Owen, manager of the fidelity and surety department of the Globe Indemnity Co. since its organization, has been appointed assistant manager to David Duncan for the Coast territory, to take charge of that department at San Francisco, vice Joy Lichtenstein, commencing today (Oct. 1). Luther Mackall, counsel for the fidelity and surety department, is expected to arrive in San Francisco about the first of November.

Manager Frank Devlin of the Atlas, accompanied by Mrs. Devlin, is on his way East.

C. R. Browne, for many years with the London & Lancashire Fire in San Francisco, was taken ill during his vacation but is now reported as convalescent.

Western Manager Bassett, of Chicago, is in town, to arrange for a successor to the late C. H. Ward as general agent of the Firemen's of New Jersey. There is some talk of incorporating the agency. Messrs. Anderson and Davis are in charge at present.

Hartford Accident and Indemnity Company announces the opening of its Pacific department at 430 California Street, San Francisco, with Mr. Dixwell Hewitt, general agent of the Hartford Fire Insurance Company, as resident vice-president, and Mr. Joy Lichtenstein as manager.

Two of the scores of great mural paintings of the Panama-Pacific International Exposition have just been put in place. The two canvases now in place are 21x12 feet and are above the main entrances to the Court of Palms. The two lunettes are by Charles Holloway and Childe Hassam. The preparedness of the exposition may be seen by the fact that these oil paintings are being put up six months before the opening day. It is the first time mural paintings have been used out doors.

The average weekly attendance at the Panama-Pacific International Exposition has reached 62,000.

The New York department will not allow cotton investments among the assets in company statements.

More than 200 giant searchlights which are to be used as a part of the 500 at the Panama-Pacific International Exposition have arrived and are being put in place. Those received are 18-inch and 13-inch, and are the smallest sizes that will be used. There will be 100 30-inch search-lights and many between three and four feet in diameter.

LIFE INSURANCE

Mutual Life Creates New San Francisco Local Position of City Superintendent

J. Allen Fiske, for several years district superintendent for the Mutual Life of New York in the Fresno, Cal., district, has been appointed city superintendent in connection with the San Francisco general office, in the Mutual Life building, corner of California and Sansome streets. This appointment, as explained by Manager Hathaway, is a part of his general plan for expanding the California agency organization to meet the demands of the growing prosperity in the company's local business, which he anticipates through the holding of the Exposition next year and the general prosperity that should follow in its wake.

Mr. Fiske's appointment to this new position is the direct result of his successful work in the Fresno field, where he has during the past few years produced a very satisfactory business, and proved that he possesses particular ability to place the larger lines of insurance, among the wealthier and more prosperous classes; and his removal to San Francisco is in line with the company's policy of advancing a man along the lines of the ability which he develops.

George T. Balch, one of the best known of California life men, succeeds Mr. Fiske as superintendent of the Fresno district, and has removed to Fresno with his family, where he has purchased a home, intending, as he expresses it, to spend the rest of his days in that thriving raisin city. He will take possession of the Mutual Life's offices in the Griffith-McKenzie building in Fresno on November 1st. Mr. Balch has spent most of the years of his insurance career with the Mutual Life, and this appointment comes to him also as a well earned recognition of his ability and integrity.

Among the larger death claims recently paid by the Mutual Life in this field are: Los Angeles, Wm. M. Brooke, \$12,072; Grossmont, Cal., Lucius C. Miller, \$5,005; Napa, Cal., Augustus L. Finch, \$8,000;

Red Bluff, Cal., Elmer Kraft, \$5,000; Berkeley, Cal.; Russell S. Pennimann, \$5,146; Alameda, Cal.; James C. Eschen, \$5,000; Pony, Mont.; Harvey F. Smith, \$6,044; Portland, Ore., Daniel E. Brong, \$5,000; Seattle, Wash., Michael D. Samuels, \$5,000.

Mutualization of the Prudential

Mutualization of the Prudential Insurance Company of America was advanced another step toward final consummation last week when seventy-seven percent of the outstanding capital stock was voted favorable to the plan at a special meeting of the stockholders on October 7. In all 30,889 shares were voted out of a total capitalization of 40,000 shares, every share being cast in approval of mutualization.

The next step will be to secure similar ratification by the millions of policyholders of the big company, and another special meeting for this purpose will soon be called by President Forrest F. Dryden.

Should the policyholders agree to mutualization, as it is, of course, believed they will, then the succeeding move will be to have the chief judicial officer of New Jersey, the chancellor, confirm the voting and place his final and concluding seal of approval on the plan. Inasmuch as he has already affirmed the appraisal of the stock it is thought he will continue his affirmation, providing he is convinced the terms of the act under which mutualization was made possible have been fully complied with.

Under mutualization the stockholders will receive \$910 for each \$100 par share, the stock valuation of the company being fixed by the appraisers at \$18,174,108.89.

While the mutualization of the Prudential has been under consideration for several years it remained for President Dryden to give the movement impetus by urging that the initial steps be taken at a meeting of the board of directors in January 1913. In the New Jersey legislature shortly afterward an act making mutualization possible was introduced, and on March 18, 1913, the measure passed both branches of the law-mill and

became a law by gubernatorial signature seven days later.

Field Life Men Will Attend Exposition in Body

Among the life insurance companies which will not hold agency conventions in San Francisco but are offering special inducements to their field men that many may come to San Francisco during the Exposition in a body are the following:

American Insurance Union, Columbus, O.
Beneficial Life, Salt Lake City, Utah.
Farmers National Life, Chicago, Ill.
Federal Life, Chicago, Ill.
Florida Life, Jacksonville, Fla.
Fraternal Reserve, Peoria, Ill.
George Washington, Charleston, W. Va.
Intersouthern Life, Louisville, Ky.
Lamar Life, Jackson, Miss.
Louisiana State Life, Shreveport, La.
New World Life, Spokane, Wash.
Ohio National, Cincinnati, Ohio.
Reliance Life, Pittsburgh, Pa.
Scranton Life, Scranton, Pa.
Southern Life, Greensboro, N. C.

Flitcraft's Compendium

For the pocket, 446 pages, India paper, flexibly bound. Perhaps an average of five pages of facts and figures per life company, as annual dividends for five years, net cost for five years, premium rates, and the usual details of policy provisions, cash values, limits, and whether and how women are insured, apparently, now that women have or will have the right to vote if not to fight, every company is ready to insure them. Some day, probably, there will be a law denying the right to discriminate against lovely women in the matter of rates. If a law against discrimination in rates as to negroes, why not such a law as to women? But we must not forget to say that the publisher of this Compendium is A. J. Flitcraft, Oak Park, Ill., U. S. A., and the price is \$1.50.

Utah.—F. E. Francisco, superintendent of the West Coast Life Insurance Company, entertained the Salt Lake City representatives of the company at luncheon Saturday

noon in the private dining room of the Wilson hotel. A. W. Duvall acted as toastmaster and introduced the speakers. Brief talks were made by Superintendent F. E. Francisco, Assistant Superintendent H. W. Terry, Assistant Superintendent M. Neveleff, Agents H. O. Hall, F. E. Hudson, R. J. Burdette, Jr., and H. R. Brown.

Union Mutual Life Promotions

The elevation of A. L. Bates to the presidency of the Union Mutual Life Ins. Co. was followed by the election of J. Frank Lane, secretary, to the vice presidency, succeeding Mr. Bates, and Sylvan B. Phillips, assistant secretary, to the secretaryship, succeeding Mr. Lane, who had been secretary for twenty years. Mr. Phillips, the new secretary, has been with the company for twenty years.

The Union Mutual is a good company, worthy of the confidence of the public. We hope that the officials will continue to give their able services to the Union Mutual for many years.

There are 17 billions of life insurance in force in companies operating in New York. To meet these obligations of the near and remote future the insurers have on hand, invested, a sinking fund of nearly \$4,352,000,000. The outstanding life insurance is therefore \$12,648,000,000, all to mature, say, within 65 years. Meantime, the great sinking fund goes on increasing at compound interest, and building and bettering railroads, and improving cities and lands. More than anything else in finance, life insurance contributes to the general welfare.

Another "Founder's Day" was passed by the Prudential Insurance Company of America on Tuesday, October 13, when its thirty-ninth anniversary was celebrated at the home offices. It was on this date in 1857 that John F. Dryden, the Columbus of industrial insurance in this country, launched his pioneer idea, and with the help of a few faithful and devoted friends laid the corner-stone of the enormous business which has outlived him in its wonderful advance and multiplied achievement.

The old-timers in the business recall the early years of Prudential struggle, trials and difficulties as compared with the past years of great endeavor and growth. For instance, at the outset there were but a scant three or four clerks to look after the office detail, while today there is a home office army of 3,500 employees, to say nothing of a superintendency and agency force of more than 13,000.

At the beginning of 1876 the number of Prudential outstanding policies was but 4,816, as compared with a total of more than 12,500,000 in force on the books today. Then the total insurance was \$443,072, as against an aggregate today which exceeds \$2,500,000,000. The first year's assets were \$2,232, while at the close of 1913 they totaled \$323,167,249, with a surplus of \$25,644,459. Then the death claims paid were \$1,958. Now they have advanced to more than \$21,472,133.

The National Association

The following is from the inaugural address of Hugh M. Willet, president of the National Assn. of Life Underwriters: One purpose will be to select, educate and develop as agents men of character and influence, whose efforts will be directed along right lines and who will be conservers as well as producers of insurance. Such agents will help to convince the public that life insurance is an institution for service and an important part of the great forward movement now going on in the world. Such agents will also assist in checking the tendency observable in some directions toward state systems of insurance. The text-book now in course of preparation will, when completed, be of incalculable value to managers and general agents, both in the field and in schools and colleges.

Another purpose will be to bring policyholders into closer touch with the affairs of the companies in which they are insured. When these millions of policyholders are made to realize how much taxation increases the cost of their insurance or reduces the amount of the protection that the premiums should purchase, they will certainly exert

their influence to secure an equitable system of life insurance taxation.

The influence of the National Association can be greatly enlarged by bringing into the organization a larger membership and instilling in them the high principles which characterize the association movement. By forming new associations in many localities not now organized and by taking in non-resident members, it should be possible this year to extend our membership to beyond the 6,000 mark.

Deferred Dividends

Compiled from Connecticut State Report.

Company	Deferred Dividends Payable During 1914	Deferred Dividends Payable as Period of Participation Matures
Ætna	\$ 478,319	\$1,003,270
Berkshire	214,573	407,234
Columbian N.		25,000
Connecticut General		26,504
Equitable	8,858,794	48,841,403
Fidelity	92,924	1,771,669
Germania	398,515	3,494,317
John Hancock	146,592	216,200
Metropolitan	145,167	506,074
Mutual	11,522,933	64,055,873
National	491,938	4,486,999
New England	137,350	228,559
New York	10,584,130	80,631,550
Northwestern	2,236,953	4,323,113
Pacific Mutual	82,500	1,053,937
Penn	82,500	8,945,310
Phoenix	27,040	23,360
Prudential	6,298,104	25,849,398
Puritan	2,444	3,681
Scandia	70,376	144,268
State Mutual	70,376	144,268
Travelers (Life)	166	180,124
Union Central	1,098,847	9,511,410
United States	9,420	59,739
	\$43,557,661	\$255,090,218

In five years there have been large gains. Deferred dividends payable in the year are more than double. Dividends payable as period of participation matures have increased from \$192,543,257 to \$255,090,218.

Twenty-five shares of the capital stock of the Western States Life were last week sold at \$6.25, par value \$10.00, original cost \$20.00.

GENERAL INSURANCE NOTES



The insurance world is gaining another prominent beacon in the construction of the Equitable building, as shown in the accompanying illustration, so important, in fact, that it becomes a feature of New York by reason of being the largest structure on the globe. The building replaces the ill-fated home of the Equitable Life Assurance Society, which was destroyed by fire in January, 1912. By reason of covering an entire block of ground—bounded by Broadway, Cedar, Nassau and Pine streets—and reaching thirty-eight stories above ground it will have the greatest floor space known.

The site, being one short square removed from Wall street, is the most valuable plot of ground in the world, and is carried in the transaction on a basis of \$14,500,000. The assurance society does not construct the building, but is, of course, associated with the Equitable Building Corporation, which is financially responsible for the enterprise, and the society is to take four floors for its headquarters. It is thought the place will be ready for occupancy by next April. The building will have an estimated population of 15,000 people. Every modern feature known to architects

and builders is utilized and the structure is to be truly a wonder.

The building standing in the center of the picture, next to the Equitable framework, is the home office of the

American Surety Company

built by it just twenty years ago. It likewise has had record breaking honors, being the tallest inhabited structure on earth at that time. Notwithstanding the dwarfing of its 308 feet by a neighbor a short distance up the street with more than twice the height, the American Surety building remains one of the finest examples of commercial architecture in New York. One of the present day features is the fact that it is one of the few buildings, if not the only one, in the financial district which is carried unincumbered. The Broadway corner is occupied by the Metropolitan department and the fifth, sixth and seventh floors by the general offices. The company preserves its light on all sides by taking a ninety-nine year lease on the Schermerhorn building, seen in the picture, and extending back in an L shape.

Mr. H. B. Zevely, the veteran secretary of the company, who is one of the most efficient and best known figures in the surety business, will establish himself in San Francisco with the beginning of December under his new title of vice-president. He will be in charge of the Pacific territory and its development.

Historic Trinity church is shown at the right of the picture.

Aachen & Munich Fire

The home office statement of the Aachen & Munich contains such totals as these: Assets, \$8,652,970; capital paid up, \$450,000; net premiums, \$4,497,085; losses, \$2,174,995. Net premiums gained \$52,860. The loss ratio of 49 percent was the most favorable for some time. The capital has been increased by \$225,000, making the total \$675,000.

The Aachen & Munich is represented in this field by Manager A. C. Olds.

A 6 percent dividend on all outstanding stock has been declared by the Intermountain Life of Salt Lake.

Field Men's Notes

For the Atlas, A. E. Ehrhorn's headquarters are now in Portland.

J. C. Crooks is now special for the Western at San Francisco, succeeding C. W. Stone.

At Spokane, A. C. Heathfield is not now with the A. C. Olds companies.

At Portland, on November 1, G. F. Guerraz began special work for the Liverpool & London & Globe.

Theo Schlosser is now with Chapman & Nauman at San Francisco and E. B. Fleming at Seattle.

At San Francisco at the present writing Edward Brown & Sons have appointed no successor to the late Wm. H. Hill. At Denver Jesse DeBruhl has been appointed. At Salt Lake no successor has been appointed to J. P. Hague.

The National Union is represented at San Francisco by J. R. Berholf, at Seattle by Henry G. Green, at Los Angeles by Wm. M. Stodghill.

Macdonald & Miles field men are R. H. Jenkins at San Francisco and Frank B. Benson at Seattle.

Robt. R. Henley at San Francisco and Geo. S. Caruthers Jr. at Los Angeles are specials for the James F. Cobb Co.

W. W. Alverson's field men are R. R. Roper at San Francisco, T. J. Keleher at Los Angeles, A. M. Lovelace at Portland W. T. Booth at Spokane.

The North British & Mercantile no longer has separate special agents for the Commonwealth in this field.

Arthur E. White is not now with the Continental, at Denver.

At Dallas, Tex., Wirt Leake and at Houston H. J. Thomsen are field men for the North British and the Commonwealth.

The Geo. H. Tyson agency has added to its field staff, Clifford Conly, superintendent of agents, and C. E. Ellis, at San Francisco; F. G. Ainley at Los Angeles, and A. M. Peckham at Portland. Next to the Fireman's Fund, it has the largest field staff. R. R. Weber and W. F. Higbee are not now with this general agency.

San Francisco Life

The paid business of the San Francisco Life Ins. Co. for this year up to October 1st has been \$2,454,000.

Union Central Life Meeting in San Francisco in 1915

President Clark announces that the Union Central Life will hold its meeting of officers and agents in San Francisco next year in August or September.

As We Expected

Remarks in this journal indicated that the Aegis Life of Denver was doomed. Now it will retire, after reinsuring in the Central States Life. Now what we want to know is what company will reinsure the reinsurer which thus gets some \$3,000,000 of unprofitable business?

Macon, Ga. — Edgar Talmadge Gentry, who succeeds the late Edgar S. Wilson as manager of the Southeastern department of the Fireman's Fund Ins. Co., with headquarters in this city, has had twenty-five years "all round" experience in this difficult Southern field, and for the past six years has been the assistant manager of the department to which President Faymonville has now appointed him full manager.

Portland, Me. — Rates were recently raised 33½ percent on dwellings, churches and other classes of buildings. Local agents, it is said, received only three hours' notice.

The Home of New York, it is believed will later organize a casualty company of its own. On January it will issue a joint automobile policy with the Fidelity & Deposit.

For the past month or so some of our Eastern contemporaries have been worrying lest the stock exchanges open before December 31, and quote low market values of insurance securities. But the New York law gives the companies the right to report average values for the year.

The present war-cursed times may seriously affect the output of automobiles and bankrupt some car factories.

Will Insure Anything?

We understand business is being transacted at Lloyd's in peace assurance. The rates to insure against peace being declared on or before this day twelve months is at present 20 guineas percent, which means that underwriters on receiving a premium of 20 guineas will pay £100 if peace is officially declared between the Allies and Germany on or before September 15, 1915. The rate to the end of this year is 75 guineas percent.—The Policy-Holder.

August Embezzlements

Press notices and dispatches as collated by the bonding department of the Fidelity and Casualty Company of New York, indicate, for the month of August, 1914, the following defalcations:

Banks and Trust Companies . . .	\$233,615.64
Beneficial Associations.	4,200.00
Public Service	69,203.16
General Business.	217,317.40
Insurance Companies.	775.00
Transportation Companies . . .	4,889.00
Miscellaneous	4,319.82
Total	\$534,320.02

Pacific Fire Reinsurance Agreement

At San Francisco a new re-insurance agreement as to rules governing all reinsurance transactions has been generally signed. Every policy includes in its written portion "This policy is subject to the rules and terms of the Pacific Fire Reinsurance Agreement."

Bank Robbery.—Saturday evening five men held up the cashier of the First National bank at Sedro Woolley, Wash., and took \$20,000. The bandits are Austrians, it is said. In the exchange of shots with citizens a boy by-stander was killed.

Vancouver in Danger?

Some six German warships have eluded the Japanese and are now believed to be steaming fast for this Coast.

Vancouver may be in danger of a bombardment. The bankers of Vancouver have shipped their gold to interior points.

Christensen & Goodwin Pacific Department

This Coast department is one of the oldest on the Coast. Maj. Christensen virtually created the department in the early days of Coast fire insurance, and resigned the secretaryship of one of the companies to accept the management in this field. The firm of Christensen & Goodwin followed—a successful firm, with an increasing income, year after year.

The American Central and the St. Paul F. & M., and the Lloyds Plate Glass are the companies represented. Business is also written for the Mercantile F. & M. Underwriters and the Minnesota Underwriters. Fire premiums exceed \$754,000. The average loss rate is a moderate one, yielding a good underwriting profit.

The American Central, in round numbers has a million capital and a million net surplus, and three millions reinsurance reserve. The proportion of reserve to premiums is large.

The underwriting profit on net premiums of the American Central in seven years has been \$954,653, of which \$945,860 was carried to the reserves. Interest earnings exceeded the dividends paid stockholders.

The St. Paul F. & M., also an old American fire company, is eminently strong in surplus and reinsurance reserve, with some \$10,250,000 of assets and over \$6,000,000 premium income. The proportion of reinsurance reserve to premiums is large. The business yearly shows an underwriting profit and a strengthening of the surplus. The surplus to policyholders is now \$4,000,000. The St. Paul now ranks among the leaders in resources.

Stockton, Cal., Oct. 23. — Late tonight two bricks, with two pieces of meat saturated with phosphorous attached, were hurled into window of private stables of Joe Giannelli Co. Fortunately, noise wakened an employee, who found and removed the fiery missiles.

Stockton, Cal., Oct. 23. — Police investigated fire at Manthey carpet works today,

after a fire. While at work the awning suddenly burst into a blaze. It is believed that wet phosphorous had been thrown on it the night before by firebugs operating in this city.

London Assurance Corporation

The annual report of the court of directors of the London Assurance to the members of the corporation epitomizes five departments—life, fire, marine, accident and capital and leasehold redemption. The fire and marine premiums for the year under consideration amounted to over \$5,000,000, with a little over \$3,000,000 losses.

The general figures, excluding the life branch, are these: capital, \$2,241,375; net surplus, \$6,221,530; policyholders' surplus, \$8,462,905; premiums, \$5,541,860; reinsurance reserve, \$3,700,120; loss ratio, 56.0; gross fire assets, \$12,898,845. The reinsurance reserve and surplus are here computed according to the high American standard and not according to the lower English standard. The London Assurance was organized in 1720 and will in six years be two centuries old. Manager A. W. Thornton wrote \$794,366 premiums, a gain of \$48,507, last year, in this Coast field.

Personal. — Manager S. J. Pipkin of the Atlas has returned to London.

Personal. — General Manager F. W. P. Rutter of the London & Lancashire passed through Vancouver enroute home. At Chicago he met the American general managers of his company.

Personal. — The editor of this magazine mourns the loss of his mother, who fell asleep October 21. She was of Quaker ancestry, who settled in New Jersey in Colonial times. Perfect rest rewards a life time of good deeds, kind words, and sympathy with all suffering.

Life Resolution.—For the work done at Cincinnati, securing for San Francisco in 1915 the National Convention, the Life Underwriters Association of San Francisco passed a resolution of thanks to the members of the entire Western delegation, and entered their names in the minutes.

Pelican Changes Its Name

The name of the Pelican Assurance Co. of New York has been changed to the Imperial Assurance Co. W. Irving represents the Imperial on this Coast.

Retirement of the Pacific Home Mutual

This Oregon mutual has retired, "having fulfilled the mission for which it was organized." Efforts are being made by President John Pemberton to reinsure the policyholders in the Horticultural Fire Relief of Oregon (Salem).

Pemberton makes a queer argument. He says:

"In view of the fact that Congress is proposing to put a war tax on policies commencing the first of the year, our plan will be to write these policies for the regular term of three years after the expiration of the time the present policy has to run."

"We do this for two reasons, one in order to get the business in regular terms and the other, the greater reason, is to save the expense of this war tax which we believe will be added to the expense of insurance after the first of the year."

Mr. Bassett of the Western department of the Firemen's is leaving for home without making any appointment of a successor to the late Mr. Ward. While in San Francisco he received a number of well endorsed applications for the agency, but will submit to the home office a statement of the general situation, and make recommendations based on his survey. There has been some talk of a possible incorporation of the C. H. Ward Co. and continue on as at present. The president of the company will soon visit San Francisco and appoint a general agent.

Manager Fabj of the Liverpool & London & Globe is visiting the East.

President Cole of the National Union Fire will visit San Francisco about October 28.

Life.—The largest single (group) life policy ever written is that covering the

entire police force of Philadelphia, in the sum of \$8,000,000.

Arthur L. Bates Elected President of Union Mutual Life

Vice President Bates has been elected to succeed Fred E. Richards, who recently resigned the presidency of the Union Mutual Life of Portland, Me. This well earned promotion was of course expected.

President Bates has been in the service of the company during his business life of forty-five years. He entered the service of the Union Mutual as junior clerk, and has advanced to the presidency through various positions. Ability, experience and fitness qualify him for the presidency.

Insurance Dispute at San Jose

P. Infantino bought a piece of property through the real estate and insurance agency of T. S. Montgomery & Son, San Jose, Cal. The purchased house carried \$1,600 insurance in a company represented by this agency. This insurance, expiring a year later, was assigned to the purchaser, Infantino.

According to the plaintiff, G. P. Bull, then connected with the insurance firm, promised to renew the insurance on its expiration on June 26, 1913. A month after the expiration the house burned.

Suit was brought against Montgomery & Son on a charge of negligence in having failed to renew the policy. The damages asked were \$1,600, the amount of the assigned policy.

The defendant agency pleaded that Bull, who made the verbal promise of renewal on expiration, was an independent broker who worked in connection with their office, and who was not their agent, and that therefore they were not bound by his promise.

In finding a verdict for plaintiff, the jury also found the fire loss was only \$1,200, and awarded judgment for that sum and not for \$1,600.

Montgomery & Son gave notice of intention to appeal.

Send us names of possible subscribers.

An Insurance Expert On Foreign Insurance Companies in This Country

—
Manager Hawxhurst, Insurance Manager For Marshall Field & Co., Says They Are As Financially Good As Before The War

Arthur Hawxhurst, a recognized insurance authority who is insurance manager for the great house of Marshall Field & Co. of Chicago, said to be the largest wholesale dry goods house in the world, recently felt impelled to write a general letter in answer to many inquiries concerning the present value of the indemnity of insurance companies of the countries now engaged in war. His letter covers the ground thoroughly and leaves no room for any doubt as to the ability of United States branches to meet all obligations promptly as heretofore.

The Hawxhurst Letter

Chicago, Sept. 18, 1914.

Are the foreign fire insurance companies financially good? This question has been asked me numberless times within the last two months. My reply has invariably been "Yes, absolutely so, as far as any indemnity is concerned."

I will answer your inquiry more at length and say that those foreign companies that are members of the Chicago Board of Underwriters are in my judgment absolutely as sound now, as far as their American policyholders are concerned, as they were previous to this most terrible of wars, and no one questioned their soundness before that began.

All that the policyholders in the United States have really a right to rely upon are the funds that each company has deposited with our state insurance departments, trustees and their representatives in this country—notwithstanding the fact that a high loss-paying power lies behind these funds. This has been demonstrated by the great conflagrations that we have known of, notably the one in San Francisco, when the home office of these same foreign companies sent to the United States over \$80,000,000 to pay losses with, so that their funds already in American hands (and which at the

present time amount to about \$150,000,000) would not be called upon or disturbed. This in face of the failure of some of our own supposedly large and safe companies, which ignominiously gave up the ghost, paying their policyholders only about one-half the amounts due them.

Financially Sound

So I say, if England, France and Germany are battered to pieces and then dropped into the sea these foreign companies spoken of above will be as financially sound to their American policyholders' demands as they were to all intents and purposes before the war commenced. This is for the reason that their assets conducting their American business are invested in American securities and American money, which are both held in America and cannot be withdrawn, and they are conducted under exactly the same conditions as the American companies themselves, and are equally liable to their individual policyholders.

It is true that a conflagration would make a demand upon all the companies that might not be easy to meet at the present time, for all stock exchanges are closed to them the country over for the conversion of their securities into cash, but this would apply just as much to the American companies as to the foreign ones, and would not be the fault of either.

If the people at large would avoid trouble, then they should at all hazards avoid having fires, especially large ones of the conflagration class; but as far as dropping their policies in the foreign companies or refusing to accept them in the future, this to my mind is but pure want of business acumen, or the grossest ignorance of the common condition of insurance affairs.

We Have Doubled Our Lines

To show our own confidence in these foreign companies we have doubled many of our lines with them, appreciating the fact that these companies have nobly served the people of the United States by indemnifying them for losses to the amount of over \$900,000,000 within the last fifty years, and yet are stronger financially today in this country than at any time in their history.

Should Be Encouraged to Remain Here

All means should be taken to encourage them to remain with us and continue to stake their capital against the awful carelessness and wanton destruction of property, in far too many cases, by the American people, rather than question their reliability and cast doubt upon them at the present time. America needs all the insurance capital available to carry on its tremendous business affairs, based largely upon credit transactions, which risks would not be possible without the aid of responsible insurance indemnity, such as is now furnished by these foreign and American companies.

May they both live long and prosper! And I might add, in conclusion, may they be allowed to do this by the law-makers and by those who are supposed to enforce the laws, if they have the true welfare of their constituents at heart.

Excuse the length of this reply to your inquiry, but I wish to answer it fully once for all.

Yours very truly,

ARTHUR HAWKHURST.

Insurance Manager, Marshall Field & Co.

Mr. Hawkhurst might have added also that if foreign companies were obliged to discontinue their American business and withdraw their surplus funds it would be impossible, under present conditions, to gather the capital necessary to organize new companies to take their places and assume their liabilities to policyholders.

Timber Fire Decision

The supreme court of Pennsylvania has decided that the amount of damage collectible on growing timber set on fire through negligence (as by hunters and campers) is not only the value of the wood destroyed, but also the injury to the property as a whole through the destruction of the young growth.

Marine.—Steel fr. str. Santa Catalina, on fire in Columbia river, beached. Interior destroyed, and also 1,400 tons of freight.

Why This Delay?

Many years ago there appeared in the California Knapsack and in the Coast Review the story of a man who insured his store in the morning and was burned out in the afternoon. The company sent the claimant a check for the insurance and wrote him:

"We note that your policy was issued at 9 o'clock in the morning, and that the fire did not occur until 4 p. m. of the same day. Why this delay?"

It seems only recently that we heard Editor George Grant read that at the annual meeting of the F. U. A. P., but it was probably twenty years ago.

Some of our exchanges are printing this skit now and pretending that it is new.

Dep't of the Interior — New Publications

Bulletin 38. The origin of coal, by David White and Reinhardt Thiessen, with a chapter on the formation of coal, by C. A. Davis. 1914. 390 pp. 54 pls.

Technical Paper 34. Experiments with furnaces for a hand-fired return tubular boiler, by S. C. Flagg. 1914. 32 pp., 4 figs.

Technical Paper 63. Factors governing the combustion of coal in boiler furnaces, a preliminary report, by J. K. Clement, J. C. W. Frazer, and C. E. Augustine. 1914. 46 pp., 26 figs.

Technical Paper 77. Report of the Committee on Resuscitation from Mine Gases, by W. B. Cannon, G. W. Crile, Joseph Erlanger, Yandell Henderson, and S. T. Meltzer. 1914. 36 pp., 4 figs.

Technical Paper 79. Electric lights for use about oil and gas wells, by H. H. Clark. 1914. 8 pp.

Miners' Circular 17. Accidents from falls of rock and ore, by Edwin Higgins. 1914. 15 pp., 8 figs.

Requests for all papers can not be granted without satisfactory reason. Publications should be ordered by number and title. Applications should be addressed to the Director of the Bureau of Mines, Washington, D. C.

Emeryville, Cal., Oct. 27.—Fire destroyed plant of Pacific Paper Products Co. tonight.

San Francisco Life Men Meet

A special meeting and dinner of the Life Underwriters' Association of San Francisco were held Thursday evening, October 15th, at which 36 members and guests were present. President Matson presided.

The applications for membership of Howard M. Leggett of the Travelers; F. H. Sleeper of the Reliance; and Thos. B. Smith of the Travelers, were recommended to the association for election by the executive committee. Upon motion of Mr. Leisander and second of Mr. Franklin the secretary was instructed to cast a ballot electing.

W. L. Hathaway moved that a committee be appointed by the president to draft a resolution embodying the thanks and appreciation of this association to the delegates who went to Cincinnati and performed such splendid work for the association; that their names be recorded in the minutes of the association; and a copy of the resolutions so drawn furnished each of them, as well as the press. The motion was seconded by E. W. Armstrong and unanimously carried.

The following comprised the "Western Delegation:"

Los Angeles — J. Newton Russell, Jr., chairman, F. E. McMullen, Geo. A. Rathbun, C. I. D. Moore, B. P. Rouse.

Portland—H. H. Ward.

Seattle—W. D. Mead.

Albuquerque—F. B. Schwentker.

San Francisco—Leon B. Messler, R. L. Stephenson, Will G. Taffinder, Garner Curran, H. J. Ford, George L. Bandy, Gordon W. Hay.

President Matson then referred to the matter of organizing for the entertainment of the National Association, as well as other insurance visitors in 1915 to whom the local Association is obligated to extend entertainment; and called upon Mr. W. L. Hathaway, who as Commissioner of the World's Insurance Congress Events has been in close touch with the situation as regards visiting insurance men for the past four years, and has made a careful study of the

various ways in which it would be possible to afford creditable entertainment.

Mr. Hathaway made a forceful appeal to the members of the association for an active co-operation in the forming of an entertaining body; and outlined what his past experience has caused him to believe the best possible solution of the problem. Immediately following his remarks the Secretary read a resolution, embodying Mr. Hathaway's suggestions, which had been previously passed upon by the Executive Committee, and recommended by them to the Association for endorsement.

At the previous meeting of this Association a committee was appointed to have placed in the hands of the American Life Convention an invitation to hold their 1915 meeting in San Francisco; and Mr. Otto Irving Wise, having attended their recent meeting in Dallas, was called upon. He explained that the matter of selecting the 1915 place of meeting had been left in the hands of the Executive Committee for decision, which he believes will be favorable. Mr. Wise also referred to the matter of 1915 entertainment, and heartily endorsed Mr. Hathaway's recommendations in that regard.

Other speakers before the meeting were Messrs. Chas. W. Gould and Eugene R. Ellis.

Fire.—Some 35 miles northeast of Fresno, Cal., about September 12, 1914, A. C. Stannard. Insurance, \$1,500—\$750 on farm implements and \$750 on hay. Adjusted at \$1,212. Adjuster, Calvert Meade, 332 Pine street, San Francisco.

Vancouver.—The British Empire held a third of the shares of the impaired Equity Fire—always criticized by this journal.

Oregon.—Commissioner Ferguson favors \$100,000 deposit by surety companies and will oppose annexes.

Denver.—The Rocky Mountain supervisory committee is in session. A new manager will be chosen.

Fraternal Beneficiary Orders Increase— Advance Assessment Reports

Albany, September 30, 1914.

Superintendent of Insurance Hasbrouck today issued Part IV of the annual report of the State Insurance Department covering the financial returns of the fraternal beneficiary orders or societies, cooperative town and county fire insurance companies and assessment life and accident insurance associations for the year 1913. The statistical tables and abstracts printed in this volume are based upon the department audit of the annual statements of the various companies and associations included therein.

A general summary of the report is shown by the following comparison of the results of the business of 1912 and 1913:

Fraternal Beneficiary Orders

	1913	Increase
Assets	\$132,961,600	\$11,437,228
Liabilities	17,464,151	1,119,341
Received from members . .	81,193,089	731,721
Total income	88,790,947	2,144,858
Claims paid	65,721,192	1,629,847
Total disbursements	76,781,995	2,304,548
Total insurance in force . .	6,200,064,879	37,044,327
Ins. in force in N. Y. State .	612,343,794	* 835,433

* Decrease

In connection with the above stated liabilities of fraternal orders attention is called to the fact that at the present time fraternal orders carry no statutory policy reserve which accounts for the large excess of assets over liabilities.

Cooperative Fire Corporations

	1913	Increase
Assets	\$ 1,057,587	\$ 18,527
Liabilities	932,577	43,875
Received from members . .	1,830,889	*28,150
Total income	2,281,552	*11,069
Claims paid	1,356,347	26,161
Total disbursements	2,218,181	40,640
Total ins. in force, all in N Y	522,272,775	11,229,831

Assessment Life and Accident Associations

Assets	\$ 3,787,170	\$ 95,077
Liabilities	2,078,093	*10,647
Received from members . .	2,665,619	13,830
Total income	2,849,123	* 87,220
Claims paid	2,050,753	* 184,669
Total disbursements	2,683,204	* 136,753
Total insurance in force . .	92,161,088	382,655
Ins. in force in N. Y. State .	69,994,838	* 621,356

* Decrease

Part V. The miscellaneous volume of the report, now being printed, will contain

abstracts of all reports of examinations of companies made by the department during the year ending July 1, 1914, court of appeals' decisions, attorney general's opinions, rulings of the superintendent of insurance, amendments of 1914 to the insurance law, circular of fees and taxes charged insurance corporations by the various states, and other matters of general interest to the insuring public.

Group Insurance.

The organ of the fraternal, the Fraternal Monitor, says:

Group insurance, despite the extended explanations which have been made in support of it, continues to be an undertaking not in harmony with present-day thought and tendencies. It may be said to be that form of pauperizing or enslaving operation which would give certain benefits under certain conditions — all dependent upon time, service and degree of compensation. It is but the equivalent of taking from the pay roll that which the employe may use as he deems best in his own interests and those of his dependents. It usurps those responsibilities which go hand in hand with self-dependence and responsibility for family obligations. It serves useful purposes when benefits are afforded under its operation, but this may be equally true as regards the alms doled out to those seeking for them. It is a form of paternalism or philanthropy which does not embody the thought that we are self-respecting and independent citizens and that we are equally as zealous in striving to make provision for our dependents as are those who employ us. It is that form of operation which is calculated to lull the heads of families into a sense of fancied security and in so doing minimize that responsibility which is a part of the everyday walks of life.

Can it be possible that the Equitable will send for Gage Tarbell and be Tarbellized?

Canada. — The Metropolitan Life has \$18,500,176 invested in the Dominion.

Our Exchanges

The Insurance Herald-Argus of Atlanta is an excellent weekly and the leading insurance journal of the South. We always find in it news which appears in no other exchange.

The Australasian Insurance & Banking Record is a veritable magazine of good financial and insurance food. It appears to be receiving the advertising support it deserves. The subscription price is \$5.10 a year (£1 1s.) with postage added.

Words

They are living things, not mere hewn chips, are words.

Apropos: From the French and therefore the s is silent. From a, to, and propos, purpose; from Latin propositum, plan, purpose, from proponere, to propose, from pro, before, and ponere, to put, place. Meaning, to the purpose.

Basic: an adjective used in chemistry;

meaning relating to a base in a salt, or having a base atomically greater than that of the acid. Wrongly used, by newspaper men, in this country, instead of basal.

Basal: pertaining to, or constituting, the base.

These definitions are taken from Webster.

Answers

W. R. J. — Control of the stock of the company has been offered but so far there are no takers.

Los Angeles, Oct. 26. — Wharves and warehouses at San Pedro damaged \$300,000. Fire started from leaky oil pipe on premises of Crescent Wharf and Warehouse Co. Cargo from steamer also destroyed. Str Bear in danger.

An English life company, the Legal and General, accepts premiums half yearly and quarterly without extra charge.

YOU CAN MAKE GOOD TIMES

for yourself if you will sell

LIFE AND ACCIDENT POLICIES

for the

PACIFIC MUTUAL LIFE INSURANCE COMPANY



Organized 1868

ADMITTED ASSETS OVER \$30,000,000

CAPITAL AND SURPLUS \$3,379,530

FOR CONTRACT, WRITE OR ENQUIRE AT

SHREVE BLDG, San Francisco,

or HOME OFFICE, Los Angeles

Queen

Insurance Company
Of America, N. Y.

NET ASSETS, (JAN. 1, 1914) . \$9,980,013.15

NET SURPLUS, " . . 3,961,146.00

E. F. BEDDALL

N. S. BARTOW

GEO. W. BURCHELL

President

Secretary

Vice-President

Gross Assets ^{JAN. 1} 1914 \$107,521,857

Exclusively Fire Assets 46,783,587

Net Surplus - - 17,380,987

Losses Paid - - 260,831,312

Transacts Largest FIRE Insurance Business of any Company in the World

GEO. CHAPPELL, Manager

J. J. ATKINSON, Sub-Manager

LIVERPOOL, ENGLAND



DEPARTMENT OFFICES: Boston, New York, Chicago, Atlanta,
San Francisco, Montreal.  Agencies in all principal Cities and Towns

ROLLA V. WATT, Pacific Coast Manager

JOHN T. FOGARTY, Assistant Manager

FREDERICK B. KELLAM, Branch Secretary

ROYAL INSURANCE BUILDING, SAN FRANCISCO

SPECIAL AGENTS: Frank M. Gilcrest, H. R. Burke, J. K. Urmston
J. B. Walden, D. L. Stewart, C. D. Gabrielson, E. P. Eldred,
J. H. Banks, F. J. Perry, J. T. O'Brien, R. S. Folger, Matt B.
Evans, C. A. Luhrs (automobile).

LIFE

The Fidelity Mutual Life is issuing a new disability benefit agreement, for prior to age 63 and after age 63.

Chicago's million-a-month agency for the Mutual Life of New York, wrote \$1,176,000 new paid business in September.

Forty percent of a London life office staff have enlisted in the British army to fight with the allies. Another life office reports that thirty-two percent of his head office clerks who are eligible for military service, have gone to the front.

FIRE

South Vancouver, B. C., Sept. 23, 1914.—Dwg owned and occupied by D. J. Green. Estimated loss \$2,142

FIRE

on building, \$600 on contents. Caught from adjoining building. Insurance, London & Lancashire, \$2,400 on building. Caledonian \$1,500 on contents. Adjuster, Jas. S. Rankin.

The North British has a premium income in Germany of nearly a million and a half dollars a year. The Commercial Union has over \$800,000 German premiums. The Phoenix Assurance over \$600,000. Perhaps we should say "had."

Kennett, Shasta co., Cal., complains that the water supply is inadequate for fire protection and has resulted in several bad fire losses. On Oct. 1 some 25 buildings were destroyed.

Fire and Automobile Insurance**American of Newark**

Chartered in 1846

Capital Stock	- - -	\$1,000,000.00
Liabilities	- - -	5,452,043.92
Special Reserve Fund	-	300,000.00
Net Surplus	- - -	3,252,859.29
Total Assets	- - -	\$10,004,903.21

Pacific Branch Office, San Francisco, Cal.

GEORGE O. HOADLEY, Manager

Thos. H. Williams, Asst. Mgr.

FIRE

South Vancouver, B. C., Sept. 23, 1914. Dwg owned and occupied by J. B. Armishaw. Estimated loss, \$2,900 on building, \$1,300 on contents, and \$225 on pool table. Cause of fire unknown. Insurance, Royal \$2,450 on building, Liverpool Manitoaba \$1,200 on contents, North Empire \$250 on pool table. Adjuster, James S. Rankin.

Eburne, B. C., Sept. 3, 1914.—Vacant boarding house owned by John C. Turner. Estimated loss on bldg \$780. Probable cause, sparks from bush fire. Insurance, \$4,500 each Pacific Underwr. and Stuyvesant, \$3,000 Guardian, \$2,000 Quebec, \$1,700 Westchester, \$1,000 each Pacific States, British Crown, North Empire. Adjuster, James S. Rankin.

Vancouver, B. C., Sept. 23, 1914.—Wholesale warehouse, owned by A. J. Forsyth and occupied by Forsyth & Co. Cause of fire, electric wire. Estimates loss on building and contents, \$730. Insurance on contents, \$4,000 in Alliance. Adjuster, James S. Rankin.

Van Anda, B. C., Sept. 18, 1914.—Dwg owned by W. A. Hamilton, occupied by McJimmie. Estimated loss on bldg \$775, on contents \$400. Cause, tramp in vacant house adjoining. Insurance, \$400 on bldg in Guardian. Adjuster, Jas. S. Rankin.

Revelstoke, B. C., Sept. 10, 1914.—Greenhouses owned and occupied by Wm. Pottruff. Est. loss on bldg. \$465 and on contents \$685. Insurance on bldg. \$200 in North Empire, \$1,000 in Ins. Co. North America; on con-

tents, \$1,500 in Commercial Union Fire. Adjuster, James S. Rankin.

Grand Forks, B. C., Sept. 6, 1914. Dwg owned and occupied by Eliza McCallum. Est. loss on bldg \$500, on contents \$475. Cause, electric wiring. Ins. on bldg, Pacific Coast Fire \$,1000, Commercial Union Assurance \$700, and \$500 on contents. Adjuster, James S. Rankin.

Olympia, Wash., Oct. 24.—Fire, of supposed incendiary origin, destroyed the Guslander shingle mill and dry kiln at an early hour this morning, causing a loss of about \$6,000 and throwing about ten men out of work. The mill was at Pleasant Glade, five miles north of Olympia.

NEW**Pacific Fire Record**

For MANAGERS
GENERAL AGENTS
STATE AGENTS
COMPANIES
ADJUSTERS

TERMS VERY REASONABLE
\$36 per year or less

**In this Record you do not have to hunt
through a bushel of chaff for
a grain of wheat**

**Reports Are Invited and will be treated
in Strict Confidence**

COAST REVIEW, PUBLISHER



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56 Cedar Street

ORGANIZED
APRIL 13th, 1853

THE HOME Insurance Company NEW YORK

ELBRIDGE G. SNOW,
President

The completion of SIXTY YEARS finds THE HOME in the premier position among the Insurance Companies of the world not only in respect of FIRE ASSETS and SURPLUS to POLICY-HOLDERS—but with an unexcelled record for fair dealing in every emergency as well as in ordinary routine—with an unsurpassed equipment, and with the ability as well as the readiness to serve the public, its agents and brokers.

CASUALTY

The Western Accident and Indemnity Co. of Helena, Montana, is beginning business with \$100,000 capital, and a fair net surplus. The president is Secretary of State A. M. Alderson.

The company's secretary is H. W. Cook.

It is reported that the Preferred Accident will reinsure its plate glass business in the Fidelity & Casualty.

THE FIDELITY & CASUALTY CO. OF NEW YORK

92 Liberty Street, New York, N. Y.

SEMI-ANNUAL STATEMENT, JUNE 30, 1914

Assets	\$11,606,723 00
Liabilities	8,167,993 93
Capital	1,000,000 00
Surplus over all liabilities	2,438,729 07
Losses Paid to June 30, 1914	46,713,497 00

This company issues contracts as follows :

Fidelity Bonds; Surety Bonds; Accident, Health, and Disability Insurance; Burglary, Larceny, and Theft Insurance; Plate Glass Insurance; Liability Insurance; Employers, Public, Teams (Personal Injury and Property Damage), Automobile (Personal Injury, Property Damage and Collision), Physicians, Druggists, Owners and Landlords, Elevator, Workmen's Compensation; Steam-Boiler Insurance, Fly-Wheel Insurance.

Pacific Coast Department: { California—CHAS. J. BOSWORTH, General Agent, Merchants Exchange, San Francisco. Washington and Oregon—SEELEY & CO., 111 S. 10th St., Tacoma; Coleman Bldg, Seattle; Board of Trade Bldg, Portland.

Fire

Automobile

Marine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	59,256,504
Total Liabilities, including re-insurance reserve	49,292,061
Cash Surplus to Policyholders	9,964,423
Total Amount of Claims Paid	186,673,461

Assets in United States Held by Trustees, \$7,441,934

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE

558 Sacramento St.

San Francisco

E. T. NIEBLING, Manager

R. C. MEDCRAFT, Assistant Manager

LIABILITY and SURETY and FIDELITY

Plate glass prices, says the Fidelity & Casualty Bulletin, will probably advance sharply because of the great war.

F. B. Holdridge, manager of the Metropolitan district of the American Surety Company of New York, was stricken with paralysis, Monday evening, and died late Tuesday afternoon, the 29th ult. Though still in his prime, Mr. Holdridge was the oldest district manager in the company's service, having served as manager of the Middle, Eastern and Metropolitan districts successively. He entered the service of the American Surety Company, Sept. 1, 1901, as an examiner of fidelity applications, and on June 1, 1904, was appointed special agent, with headquarters at New York. During the succeeding few years he was very active in establishing and reorganizing many branch offices at important cities in the East and on the Pacific Coast. When the Middle Western district of the company was organized July 1, 1910, Mr. Holdridge was appointed manager, with offices at Chicago. Subsequently, he was in charge of the the Eastern district, and recently of the Metropolitan district. Because of his many fine qualities, and an unusually magnetic personality, Mr. Holdridge was exceedingly popular among the field men of the company, many of whom numbered him among their personal friends.

The Geo. E. Billings Co. at San Francisco are now general agents for the United States Casualty.

Burglary acquisition expenses appear to be about 33 percent on the average, while plate glass is 37 percent.

The casualty and miscellaneous book by Alf. M. Best Co. is published as part of an annual subscription service at \$15.00 or \$20.00, but is furnished to persons using either fire and marine or life reports at a reduced rate of \$10.00 per annum. The book includes all the companies operating in this country and Canada. Beginning at page 263 will be found very full information concerning a large number of mutual companies, including the recently formed workmen's compensation companies of New York state; and beginning at page 288 information concerning seventeen inter-insurance exchanges writing "miscellaneous" classes of business—an important development of recent years.

At Los Angeles, C. A. Prevost is now special agent for the London & Lancashire Guarantee & A.

The Workman's Compensation Act of Washington will probably be amended next winter.

The American Fidelity loss ratios in 1913 were, as to earned premiums, accident and health, 71.2 percent; liability and compensation, 103.2 percent; auto and teams, 68.8. The ill fortunes of this company still continue.

Isn't our government cheapening its paper money? Isn't its inflation that is causing the present hoarding of gold?

On Sept. 13th, Chicago had a clothing loss of \$165,000; fully insured.

Doubt is expressed as to the solvency of some of the underwriters at Lloyds, London.

1792—FIRE INSURANCE

AUTOMOBILE INSURANCE—1914

Insurance Co. of North America

OF PHILADELPHIA

ASSETS, \$17,938,783.51

Alliance Insurance Company

OF PHILADELPHIA

ASSETS, \$ 2,288,274.81

PACIFIC COAST DEPARTMENT:

JAMES C. JOHNSTON, General Agent

J. K. HAMILTON, Asst. General Agent

Alaska Building, 324 Sansome St.

SAN FRANCISCO

SPECIAL AGENTS

A. C. WRIGHT, San Francisco

W. F. KUHL, Los Angeles

M. H. REEVES, Spokane, Wash.

F. J. MAYER, San Francisco

G. F. GUERRAZ, Seattle, Wash.

G. L. CAMP, Billings, Montana

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For particulars, address:

JOHN F. ROCHE, Vice-President

The Manhattan Life

Insurance Co.

Organized 1850

66 Broadway, New York

The greater and more systematic the effort to diminish the fire loss by education, appeals and fire prevention days and cleanups, the more numerous the fires and the greater the annual fire loss in the United States.

FIRE

A former vice president of the Phoenix Fire of Hartford, Captain John Mitchell, an old time special, is dead from a fall.

The North British and Mercantile Ins. Co. has reinsured its entire business in Germany in the Stuggart Reinsurance Co. of Germany. The Commercial Union Assurance has reinsured its entire German business in the Frankfort General Insurance Co., of Frankfort, Germany.

Fire losses in the United States in July, August and September, as estimated by the New York Journal of Commerce, are nearly eighteen million dollars less this year than for the same months last year. If the estimates up to date this year are correct, the average fire loss ratio for 1914 is the same as in 1913 for nine months.

Caledonian Insurance Company, of Scotland

FOUNDED 1805

"THE OLDEST SCOTTISH INSURANCE OFFICE."

UNITED STATES HEAD OFFICE: Caledonian Building, 50-52 Pine St., New York

CHAS. H. POST, U. S. Mgr. R. C. CHRISTOPHER, Asst. U. S. Mgr.

CALEDONIAN AMERICAN Insurance Company THE SCOTCH UNDERWRITERS

PACIFIC COAST DEPARTMENT: San Francisco, Cal., 430 California Street

A. C. OLDS, Manager Balfour, Guthrie & Co., Directors

FIELD REPRESENTATIVES:

CHAS. A. COLVIN, Supt. of Agencies, Portland, Or. WARREN CAMPBELL, Special Agt, Los Angeles
 ED. E. PANABAKER, Special Agt, Sacramento, Cal. PAUL ST. JOHN, Special Agent, San Francisco

THE LONDON ASSURANCE CORPORATION OF LONDON

Cash Assets, . . . \$24,899,825.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS — C. W. ROHRER, Los Angeles, Cal.; ROD E. SMITH, Portland, Oregon;
 T. S. HEATH, Denver; J. E. JOHNSON, Spokane; P. R. WEINMANN, B. L. PENFIELD, San Francisco.
 PERCY J. PERRY, Seattle.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. HACKETT, Supt. of Agents

Pacific Branch—Southeast corner Sansome and Pine Sts., San Francisco

It seems as though there is a difference of opinion between W. J. Clemens, resident agent of the New Zealand Fire and W. J. Fortmann, special agent of the company, as to when property is insured or not. According to Mr. Clemens, who wrote the policy on the ferry Mason, the company is liable for a loss of \$21.72 covering equipment of the boat while Special Agent Fortmann advises the county commissioners that the loss was not covered by the policy and asks that the money paid by Clemens be returned. Perhaps it might be advisable to read the policy. — N. W. Ins. News.

Seattle, Oct. 12. — Fire at W 217 Trent ave. at 5 a. m. Damage \$4,000.

South Vancouver, B. C., Sept. 23, 1914.—Dwg owned and occupied by Harry Harbour. Estimated loss \$2,500 on building, on contents \$500. Cause from adjoining house. Insurance, London & Lancashire \$3,000. Adjuster, James S. Rankin.

Rumble Road, Burnaby, B. C., Sept. 19, 1914, wooden store and contents. Well insured by Connecticut, Fireman's Fund and Employers' Liability. Owner and occupant, Julia Mallos.

Haney, B. C., Sept. 9, 1914.—Barn, Scottish Investors. Estimated loss \$990 on bldg, \$750 on contents. Ins. on bldg, \$800 in Guardian; no ins. on contents. Adjuster, James S. Rankin.

FIRE

The first fire company in the United States was organized during 1752, when Benjamin Franklin and some distinguished associates founded the American Insurance Company of Philadelphia. Its business was confined to marine risks. The desire to correct general abuses and bad practices led to the organization in the United States of The National Board of Fire Underwriters, which has done so much in this country to bring order out of chaos and lay the foundation, by its extensive and exhaustive investigations and carefully compiled statistics, for the work of the rating bureaus and other organizations to promulgate fair and equitable rates. The adoption of the Mercantile Schedules are the result of most exhaustive research and long experience and are scientific, for each individual risk stands on its own merit and as this grows and each of the various classes of special hazards are rated under schedules especially prepared for its class it will result in inestimable advantage to property owners and companies alike. The stock companies have carried the great bulk of the insurance liability, and the fidelity as a rule with which the old line companies have discharged their obligations in great losses, drawing as it were their very life blood, has furnished the grandest exhibition of business honor the world has ever seen.—Union Assurance Booklet.

The First National is suing the Commercial.

C. J. Stovel is again Coast general agent for the First National. He made money for the company before.

Willard S. Done is now also assistant general counsel of the National Board.

The Central Union Fire of Kansas City, impaired, has had a loss ratio of more than 100 percent and an underwriting expense ratio of more than 77 percent. R. D. Tweedale, now of Baltimore, was the general agent, and got \$25,000 for surrendering his contract.

It is believed that unless the European war soon closes there will be a very poor market for the outstanding business of retiring fire companies. Reinsurance facilities are poor and few companies will be able to carry the liability of companies which are even now looking for a re-insurer.

LIFE

The Massachusetts report clearly proves that life insurance without agents is a dismal failure. Insurance in force written through the savings banks under the new law was \$1,402,091 on Nov. 1, 1912 and was only \$1,254,579 just a year later.

President Hegeman, of the Metropolitan Life has safely returned from the war zone in Europe. He believes that the war will not last long, the cost being too tremendous.

The Mutual Life reports a decrease in policy loans, the demand for such loans having fallen off somewhat. As a rule life insurance policyholders with dependant beneficiaries are not justified in borrowing on the security of their policies.

CASUALTY

The plate glass men of the East are moving for a new manual and better control of the commission question.

The London Guar. & A. had a 71 percent liability and compensation loss ratio in 1913, in the United States.

GENERAL

Guy Van Alstyne, recently manager of the inter-insurance exchange of the Automobile Club of Los Angeles, was one of the gayboys connected with the organization of the Western States Life. Later, we are told, he had a fire in San Jose, or was interested in it.

"Federal Income Tax Regulations and Law," by B. D. Benson & Sons, Inc., New York. Copies may be had

by mail, on request to the Union Trust Co., Hartford, Conn.

Words. — Leek, leak, steak, state, weight, height, high sly, die, dye choose, lose, chose, froze, road, rode flowed, bow, now, stow, low, allow, grown, groan, alone, one won, gun, piece, peace, grease, beard, heard, word, gird, ford, board, toward, have rave, plaid, raid, played, spade. Aren't you proud of our simple English spelling.

GOOD AGENTS WANTED

THE

West Coast Life Insurance Co.

Home Office: West Coast Life Building, Northwest Corner
Pine and Leidesdorff Streets, San Francisco

ORIGINAL AND ATTRACTIVE
ORDINARY AND INDUSTRIAL

Policies Which Meet With Instant Favor

OFFICERS— THOS. L. MILLER, *President*
C. O. G. MILLER, *Vice-President*
JULIAN SONNTAG, *second Vice-President*
WILLIAM C. HAMMOND, *Secretary*

Health and Accident Insurance

KIMBALL C. ATWOOD, *President*
WILFRID C. POTTER, *Secretary*

The
Preferred
Accident Insurance Co.
OF NEW YORK.

Assets, January 1, 1914	\$2,981,585 43
Surplus and Reserve (including Capital) for the Protection of Policyholders	2,608,958 71
Claims Paid, Over	9,000,000 00
Voluntary Reserve for Contingencies	100,000 00

HEALTH AND ACCIDENT POLICIES

The Best Insurance for Business and Professional Men The Easiest Insurance for Agents to sell
Liberal Commissions and Renewal Contracts to Good Men

GEO. C. FARRELL, Manager Pacific Coast Dept.

456-457-458 Mills Building, San Francisco

FIRE

South Carolina finds that 11 percent of its fires are probably of incendiary origin, and 62 percent are preventable.

San Francisco, July 19, 1914.—Fire at 75 Clara st. Insured are S. Sarlis and P. Panteliss. Insurance \$1,500. Adjuster, Guy Mackintosh.

Vancouver, Oct. 16.—Fire did \$700 damage to stock and fixtures of Van-

couver Millinery Store, on Hastings street.

Lindsay, Cal., Oct. 10. — F. J. Smith's home destroyed by fire, by explosion of oil lamps in basement. Some insurance.

Seattle, Oct. 11. — Confectionery store of Mike Scaler, 219 Sherman ave. Goods fully insured. Loss on building and contents \$2,500.

NEW	<p>MONTHLY INCOME BONDS</p> <p>A new idea added to the Popular Monthly Installment Insurance. Gives the Agent a ready opening by gaining the prospect's willing attention. Complete Line, Life, Limited Pay, Endowments</p> <p>For Contracts, address L. B. Messler, Director of Agencies Home Office</p> <p>SAN FRANCISCO LIFE INSURANCE COMPANY San Francisco, California</p> <p>Southern California Territory, Address W. H. Cramer, President SOUTHERN AGENCY COMPANY 1129 Marsh-Strong Bldg., Los Angeles, Cal.</p> <p>Territory in Washington, Oregon, California, Arizona, Nevada</p>	NEW
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<p>ORGANIZED 1797</p> <p>The Norwich Union Fire Insurance Society, Ltd. Of Norwich, Eng.</p> <table><tr><td>Assets, Over</td><td>.</td><td>.</td><td>.</td><td>.</td><td>.</td><td>.</td><td>.</td><td>\$13,000,000.00</td></tr><tr><td>Losses Paid, Over</td><td>.</td><td>.</td><td>.</td><td>.</td><td>.</td><td>.</td><td>.</td><td>\$100,000,000.00</td></tr></table> <p>Pacific Department :</p> <table><tr><td>J. L. FULLER, Manager</td><td>332 Pine Street</td></tr><tr><td>FRANK L. HUNTER, Asst. Manager</td><td>SAN FRANCISCO</td></tr></table>		Assets, Over	\$13,000,000.00	Losses Paid, Over	\$100,000,000.00	J. L. FULLER, Manager	332 Pine Street	FRANK L. HUNTER, Asst. Manager	SAN FRANCISCO
Assets, Over	\$13,000,000.00															
Losses Paid, Over	\$100,000,000.00															
J. L. FULLER, Manager	332 Pine Street																						
FRANK L. HUNTER, Asst. Manager	SAN FRANCISCO																						

<p>Pacific Coast Department</p> <p>Aachen & Munich Fire Insurance Company 430 California St., - - San Francisco, Cal. A. C. OLDS, Manager</p>	
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The Prospect Who is "Insurance-Wise"

knows the merits of Prudential Policies.

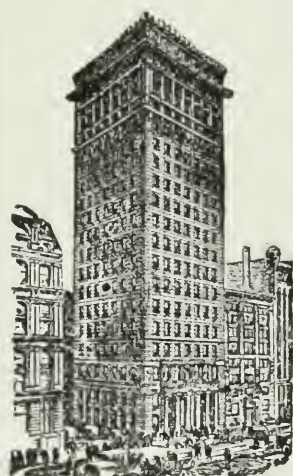
AGENTS WANTED

THE PRUDENTIAL INSURANCE CO. OF AMERICA

FORREST F. DRYDEN, President.

Home Office, NEWARK, N. J.

Incorporated as a Stock Company by the state of New Jersey.



Prevent Losses through dishonesty. Our
special short form Insurance

Bond guarantees absolute protection.

American Surety Company OF NEW YORK

The Largest Surety Company in the World

RUDOLPH SPRECKELS, RESIDENT VICE-PRES.

JAMES K. LYNCH, RESIDENT VICE-PRES.

CHARLES A. SHURTLEFF, Counsel

R. D. WELDON, Manager, Pacific Coast District

Brewster Cameron, Jr., Acting Mgr. for Northern California and Nevada

Merchants National Bank Bldg. San Francisco. Telephone Kearny 1099

Books

For Sale by The Coast Review,
Merchants Exchange Bldg.,
San Francisco, Cal.

Pacific Fire Manual, 1914, for Locals - - - \$1.50

Spencer's Suggestions to Locals and Brokers - - .25

Special Agents' Monthly Account Book - - .10

Coast Review's Pacific Fire Chart, 1914 - - .25

Other Books Will Be Sent For, East

Our Directory of Pacific Coast Fieldmen

Special Agents are invited to send us corrections

Aetna

San Francisco—H. F. Mills
E. V. Culver, G. F. Roberts
Los Angeles—H. E. O'Brien
J. A. Gallagher
Seattle—F. H. Rhoads
Spokane—G. S. Mariner
Butte, Mont.—Jno. P. Breeden

W. W. Alverson

San Francisco—R. R. Roper
Los Angeles—T. J. Keleher
Portland—A. M. Lovelace
Spokane—W. T. Booth

Atlas

Denver—Wm. Manning
Portland—A. E. Ehrhorn
San Francisco—F. H. Elster
Craig Owens
Spokane—E. K. Lower
Los Angeles—H. R. Jackson

Bertheau, Selbach & Bertheau

San Francisco—I. D. Schnabel
Los Angeles—R. L. McCulloch

Edward Brown & Sons

San Francisco—
W. H. Gibbons, L. M. Hale
W. B. Westlake
Los Angeles—Chas. Van Valkenburg
Seattle—W. P. Porep
Spokane—Chas. A. Wendler
Denver—Jesse DeBruhl

California

San Francisco—J. W. Warner, Asst. Sec.
H. C. R. Buswell, Supt. of Agen's
John M. Clayton
Los Angeles—Leigh H. Robins
Seattle—A. N. Lindsay, C. M. Rupe
Portland—B. A. Sifford

Chapman & Nauman Co.

San Francisco—Theo. Schlosser
Seattle—Edw. B. Fleming

Christensen & Goodwin

San Francisco—R. De Lappe
Geo. T. Gray, Carl A. Truitt,
H. R. Hackett
Los Angeles—E. B. Flack
Seattle—Wm. F. Zwick
Spokane—Walter A. Frazier
Portland—Fred Tehben
Helena—John B. Fritsch
Boise—L. L. Dibble

James F. Cobb Co. Inc.

San Francisco—Robt. R. Henley
Los Angeles—Geo. S. Caruthers, Jr.

Connecticut & Westchester

San Francisco—Guy Francis, Ast. Mgr.
C. W. Von Tagen
Los Angeles—L. P. Stephens
Portland—James S. Reed
Salt Lake—W. S. Ferris
Spokane—John M. Gordon

Continental and Fidelity

Underwriters

San Francisco—F. P. Wilson
A. G. Nason & Co.
Sacramento—Jay C. Wickler
Los Angeles—G. L. McIntire
Portland—W. A. Williams
Helena—J. W. Gamble
Denver—L. S. Day
W. O. Campbell
Seattle—G. L. A. Lauer

Curtis & Gordon

San Francisco—
Clarence L. Greenwalt
Portland—E. C. Morgan
Los Angeles—Leo L. Gibson

Fireman's Fund

San Francisco—R. D. Hunter
Samuel Simmen, John J. Ham-
mond, Kenneth Brown,
A. E. Webber, Bayard E. Nourse
Miran B. Swett
Los Angeles—Weldon D. Whelan
Chester A. Swift
Geo. D. Gilmore
Portland—H. B. Tickner
Seattle—Frank L. Emerick
Spokane—Jas. R. Quick
Denver—F. G. White, W. P. Coffey
Frederick R. Lanagan
S. E. Norton
Dallas—C. C. Wright, J. H. Snell
J. C. Evans
Helena—C. D. French

Fire Association and Philadel- phia Underwriters

San Francisco—Thos. F. O'Grady
Charles L. Barsotti, Howard W.
Hogan
Los Angeles—Geo. F. Staniford
Portland—F. J. Alex Mayer
Helena—Percy B. Churchill
Denver—L. D. Griffin

Fidelity-Phenix of New York

Portland—Fred D. Hougham
Spokane—Charles L. Bailey
Los Angeles—F. Earl Alderson
Sacramento—H. R. Wickler

Germania Fire

Portland—Fred S. Penfield
Spokane—P. L. Welte
San Francisco—Z. M. Boyer

George O. Hoadley

San Francisco—Alex J. Cartwright
Portland—A. H. Jackson
Spokane—F. J. Root
Los Angeles—Mark B. Harris
San Francisco—Frank Cleaves, Jr.

The James H. de Veuve Co.

Seattle—B. D. Smalley, H. A. Canfield
B. D. Smalley Jr.
Portland—D. T. Child
San Francisco—Earl de Veuve

Dixwell Hewitt

San Francisco—Geo. E. Devine
M. E. Spanning, R. E. Dollard
Wm. S. Dennis, L. H. Earle
Los Angeles—P. H. Griffith
E. E. Price
Portland—J. J. Dennis
Spokane—Neil Stewart
Salt Lake—Chas. E. Miller

Home, New York

San Francisco—Harry L. Roff,
J. J. Sheahan, H. W. Wagenet
E. A. Sheahan, G. W. Madison
Los Angeles—Chas. Quitzow
James S. Suydam
Portland—J. D. Coleman,
John C. Fox, B. L. Barry
Spokane—Vernon B. McDowell
Salt Lake—Junius Young,
Great Falls—Benn A. Scott

Ins. Co. of North America & Alliance

San Francisco—A. C. Wright
F. J. Mayer
Los Angeles—Wm. F. Kuhl
Spokane—M. H. Reeves
Billings, Mont.—Gilman L. Camp

Law Union & Rock and Union Assurance

San Francisco—E. M. Brodenstein
Branch Sec'y; J. Percy Carroll,
Supt. of Agencies
F. A. Stahl, Noah L. Nelson
Los Angeles—F. F. Richards
Portland—
Spokane—Nye Kern
Denver—M. B. Boothby

Liverpool & London & Globe

San Francisco—R. H. Rountree
Harrison Houseworth
Chester S. Myrick, Geo. J. Janes
Los Angeles—R. G. Brush
Logan B. Chandler
Portland—G. F. Guerraz
Walla Walla—F. E. Atkins
Great Falls—Grant R. Brown

London & Lancashire and Orient

San Francisco—Geo. Ormond Smith,
Agency Supt.; W. B. Hopkins,
local sec'y; Geo. T. Richmond
Los Angeles—J. P. Yates, Agency
Supt.; J. P. Hagne
Sacramento—Wm. W. Gilmore
Portland—G. L. Goodell
Seattle—David H. Parry
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Salt Lake—N. W. Clayton, Jr.

London

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Penfield
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Denver—T. S. Heath

Macdonald & Miles

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Seattle—Frank B. Benson

National Union

San Francisco—J. R. Bertholf
Seattle—Henry G. Green
Los Angeles—William M. Stodghill

New York Underwriters Agency

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A. C. Anderson
Los Angeles—H. Harry Smith
Seattle—A. E. Bailey
Spokane—H. B. Hagen

New Zealand

San Francisco—D. A. Parker
Los Angeles—C. P. Lyndall
Portland—W. G. Fortmann
Denver—Fred Williams

E. T. Niebling

San Francisco — John E. Cosgrove,
Supt. of Agencies
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Portland—H. E. Parkhurst
Spokane—Geo. W. Swan
Salt Lake—I. M. Fisher, Jr.

**North British and Mercantile,
Commonwealth, New York**

Seattle—E. J. Young
Spokane—P. W. Gedney
Los Angeles—Chas. Harris
San Francisco—F. J. Schoeneman
C. F. Milliman, G. W. Dearborn
Denver—E. C. Willey
Portland—H. E. Smith
Helena—Oscar Unmack
Dallas—Wirt Leake
Houston—H. J. Thomson

Northern

Sacramento—L. C. Holloway
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Portland—D. Ross Atkinson
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Butte—E. C. Fotheringham

Northwestern National

Portland—G. F. Nickerson
Seattle—A. M. Jones
Los Angeles—W. E. Labry
San Francisco—C. W. Greene
H. L. Clark
Tacoma—L. S. Frndensfeld
Spokane—S. E. De Long

Norwich Union

Los Angeles—F. C. Staniford
San Francisco—William L. Wallace
Portland—A. W. Giesy, H. W. Randall

A. C. Olds

San Francisco—Paul St. John
Los Angeles—Warren Campbell
Sacramento—E. E. Panabaker
Portland—Chas. A. Colvin

Edwin Parrish

Portland—Chester A. Deering
Spokane—John A. Carlson
Los Angeles—R. H. Reynolds
Sacramento—W. D. Young
San Francisco—R. T. Boyd, O. D.
Baldwin, C. C. Trowbridge

Pennsylvania

San Francisco—S. P. Mesick, F. J.
Agnew, Supt. of Agencies
F. A. Lathrop
Oakland—F. J. Agnew, Supt. of Agen.
Los Angeles—A. C. McConnell
Portland—Chas. V. McCarthy

Phoenix, London

San Francisco—G. A. R. Heuer
Willard T. Lovell,
Munro English, Chas. R. Stone
Geo. A. Yocum, W. H. Ticknor
Portland—Edwin C. F. Knowles
B. W. Jones
Spokane—J. Robb Gay, Wm. J.
Morin
Los Angeles—Otho N. Hall Victor
L. McNail, B. J. Kellner

E. E. Potter & Sons

San Francisco—E. G. Potter,
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San Francisco—F. M. Gilcrest
J. F. Walden, Fred. H. Farr
R. S. Folger
Fresno—E. P. Eldred
Los Angeles—J. K. Urmston
F. J. Perry
Sacramento—D. L. Stewart
Portland—H. R. Burke
Seattle—Matt B. Evans
Salt Lake—J. H. Banks
Salem, Or.—C. D. Gabrielson
Spokane—J. T. O'Brien

Springfield

San Francisco—Geo. C. Coddington
Frank H. Young, H. K. Nourse
Los Angeles—J. E. Crandall
Portland—J. F. R. Webber
Seattle—C. H. Anderson
Salt Lake—L. B. Rogers

**Scottish Union & National and
State Assurance**

San Francisco—J. H. Fuller
Rollin M. Kelley
Los Angeles—Chas. F. E. Niemann
Tacoma—Fred W. Gaston
Spokane—H. C. Edmundson
Denver—John M. Hopkins, J. L.
Reams

Geo. H. Tyson

San Francisco—Harry Benner,
Clifford Conly, Supt. of Agents
J. B. Hatcher, H. L. Cope
Douglas Parker, C. E. E. Ellis
Los Angeles—F. G. Ainley
E. R. Holland
Sacramento—E. F. Hewitt
Portland—W. Harvey Wells
A. M. Peckham
Seattle—W. T. Burwell
Spokane—F. O. Vincent
Salt Lake City—Arthur A. Ferns

C. H. Ward

San Francisco—M. E. Page
Los Angeles—R. H. Davis
Portland—E. A. Parsons

Wayman and Henry

San Francisco—W. W. Cleveland
J. R. Kenna, E. P. Caine, John
A. Faull, J. N. Waters
Los Angeles—Edward A. Rowe
James F. Boylan
Portland—E. R. Thompson
Seattle—Bruce Kaltz
Spokane—W. S. Gill, C. B. Harris
Denver—C. S. Hill, H. R. Schroeter

Western and British America

Seattle—H. P. Hildreth
San Francisco—J. C. Crooks

Appraisers

San Francisco—J. P. Treanor
Portland—Wm. B. Honeyman

**New Ordinance Does Not Destroy
Vested Rights**

Seattle, Oct. 3. — Judge John E. Humphries of the superior court today issued a permanent injunction restraining the city of Seattle from enforcing an ordinance against three lodging houses alleged to be unsanitary. He ruled that the owners complied with the ordinance in force when the houses were constructed, and that a new ordinance could not destroy the vested

rights of the owners. Possibly this ruling, if sustained, will affect future fire ordinances.

Swindlers on the Coast are offering as originals, because the sellers are in need, cheap reprints of old art prints.

Grain sacks made of straw, with mills in Spokane and Walla Walla, are the latest.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . . \$25,000,000.00

ASSETS IN UNITED STATES, \$2,826,707.00

Office: 100-106 Sansome St., San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

Modern Slang Classical

Canon Horsley's point that "real old slang or cant is the conservator of not a few Saxon words" was illustrated at some length by Hotten, who quoted from Latham the dictum that "the thieves of London are the conservators of Anglo-Saxonisms." Hotten notes that "dodge" is from the Anglo-Saxon, and "gadding" for roaming appears in an old translation of the Bible. To call a thing "crack," in the sense of excellent, was not a vulgarity in Henry VIII's time, and ancient nobles

used to "get their dander up" before appealing to their swords. At one time "to bone" was quite respectable English for "to steal," a clergyman interrupted at Paul's Cross would bid the disorderly person "hold his gab," and "gallivanting" and "flabbergasted" were equally reputable. — London Chronicle.

Fred C. Emery of New York City is looking for 30,000 acres of land on the Pacific Coast.



The mutual life underwriters have appointed Gilbert F. Stevenson, Secretary Western Mutual Life Association, Los Angeles, Cal., to represent their association in the "National Council" of the World's Insurance Congress.

The Association of Western Superintendents of Insurance of Canada has announced the appointment of A. E. Ham, Superintendent of Insurance, Province of Manitoba, Winnipeg, Manitoba, to represent that body in the Council.

The Insurance Federation of Missouri has appointed O. P. Rutledge of St. Louis, Missouri, to represent their association in the Council.

A. W. Ross has been selected by the Mainland Fire Underwriters' Association of British Columbia to represent that body in the Council.

Garner Curran, Deputy to the Commissioner of the Panama-Pacific International Exposition for the World's Insurance Congress Events, has returned from a five weeks trip covering fifteen of the leading cities of the United States.

At most points enthusiastic meetings were held, ranging from ten to the big meeting at Seattle, which broke all records, when nearly four hundred were present, including Mayor Gill,

Insurance Commissioner Fishback, and fourteen other prominent business men at the head table, and underwriters representing every branch of the business.

At Portland nearly one hundred were present, including Insurance Commissioner Ferguson.

We have imported some ideas as well as other curios from China, and the new republic, which we have recognized, has some advanced ideas of regulating the people which we might consider. China is making war on the opium trade, and does not stop with the trader, but goes after the ultimate consumer. In the province of Szechuan, the authorities have decreed that anybody under forty years old found smoking opium shall be shot, while those who are older shall go to jail for a long term of penal servitude. This may be regarded as harsh law, but it goes directly to the root of the evil.

Sugar.—The beet-sugar makers in this country have always depended on Germany for their beet seed. Now they are unable to furnish farmers with the seed. Tariff or no tariff, the demand for beet sugar for the next two or three years will be large at profitable prices.

Vancouver, B. C.—The authorities have suppressed the German Press newspaper.

"Duel agencies," is the way one agent purposely spells it.

Some insurance discussion is sound—and not much else.

Six Berkeley Buildings Burn

Fire started in the University Japanese laundry, 2076 Center street, Berkeley, Cal., October 12. The building and five other houses were burned. Crossed wires said to have been cause.

An Oakland paper says: It was impossible for the firemen to go to the endangered Japanese woman's assistance, as the fire spread too fast. Consequently the woman and her babe reached the street unaided.

The price of radium has fallen to \$50 per milligramme. So glad!

The Pioneer German Fire Insurance Company in America



***Hamburg-Bremen
Fire Insurance Company***

HAMBURG, GERMANY

Organized in 1854

Entered United States in 1858

Total Losses Paid in the United States, \$27,000,000

United States Branch : 123 William Street, - NEW YORK

H. N. KELSEY, Manager

Pacific Department: 340 California Street, - SAN FRANCISCO, CAL.

MACDONALD & MILES, Managers

AGENTS WANTED IN UNREPRESENTED POINTS

CONNECTICUT MUTUAL LIFE INSURANCE COMPANY

President JOHN M. TAYLOR, Hartford, Conn.

Insurance in force, 91663 Policies for - \$218,304,660

WHAT NO OTHER COMPANY HAS DONE

To repay to its Policyholders in Death Claims, Endowments, Dividends, Surrender Values, Annuities and other credits more than they have paid to it in premiums. It stands alone in that result.

Total Premiums received, Dec. 1, 1846, to Dec. 31, 1913	- - - - -	\$287,442,080.61
Total returned to Policyholders, as above noted, in same period	- - - - -	296,862,956.74
Excess of amount returned	- - - - -	9,420,876.13

PACIFIC COAST DEPARTMENT

Williamsburgh City Fire Insurance Co.

Organized 1853

New Brunswick Fire Insurance Co.

Organized 1826

Merchants Fire Assurance Corporation

Organized 1910

North River Insurance Co.

Organized 1822

United States Fire Insurance Company

Organized 1824

WM. W. ALVERSON, Manager

374 Pine Street, - - - - San Francisco, California

Fire and Automobile Insurance

Special Agents { R. R. Roper, San Francisco
T. H. Keleher, Los Angeles

A. M. Lovelace, Portland
W. T. Booth, Spokane

AMPLE FACILITIES for Handling
Large Lines.

American Central INSURANCE COMPANY
of St. Louis Established 1853
Assets, \$5,366,214 Surplus to Policyholders, \$2,933,696 Losses Paid, \$26,531,745

St. Paul F. & M. INSURANCE COMPANY
of St. Paul, Minn. Established 1865
Assets, \$10,249,327 Surplus to Policyholders, \$3,963,857 Losses Paid, \$44,006,102

LLOYDS PLATE GLASS INSURANCE COMPANY, NEW YORK

Mercantile	F. & M. UNDERWRITERS of St. Louis	Minnesota	UNDERWRITERS of St. Paul
Assets	\$5,366,214	Assets	\$10,249,327
Surplus to Policyholders . .	2,933,696	Surplus to Policyholders . .	3,963,857

TERRITORY—California, Oregon, Washington, Idaho, Montana, Utah, Nevada and Arizona

CHRISTENSEN & GOODWIN, Managers

Pacific Department:—235 to 241 SANSOME STREET, SAN FRANCISCO.

Fire Association

Organized 1817 Of PHILADELPHIA Began on Coast 1873

PAID \$1,835,930 SAN FRANCISCO CONFLAGRATION LOSSES

Cash Capital, -	\$ 750,000.00	Cash Assets, -	\$9,154,808.16
Net Surplus, -	2,558,864.84	Policyholders Surplus, -	3,308,864.84

PHILADELPHIA UNDERWRITERS

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets, -	\$26,907,330.00	Surplus to Policyholders, -	\$12,185,135.00
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Net Losses Paid in San Francisco in 1906, - - \$5,064,178.03

FRANK M. AVERY, Manager for Pacific Coast

SPECIAL AGENTS :

T. F. O'GRADY, San Francisco; GEO. F. STANIFORD, Los Angeles; F. J. ALEX MAYER, Portland
315 California Street, - - - San Francisco

FIRE

The Atlas has reinsured the Alabama.

The Peerless one of Texas hopes to begin business soon and will enter Arizona by the front door.

The fire mutuals of Ohio have organized the Ohio Mutual Union.

The proposed rival San Francisco brokers exchange died a lingering and painful death.

A Half Century

Geo. W. Burchell, vice president of the Queen of America, recently completed his 50th year of continuous insurance work. He began as a clerk with the Niagara in 1864.

George R. Crawford, president of the Westchester Fire, began his insurance work as the secretary of the Westchester County Mutual, in 1864. This company became the present prosperous Westchester Fire.

Pacific Department, Insurance Exchange, San Francisco

CONNECTICUT WESTCHESTER

FIRE INSURANCE CO.

FIRE INSURANCE CO.

OF

OF

HARTFORD

NEW YORK

ESTABLISHED 1850

ESTABLISHED 1837

BENJ. J. SMITH,
Manager

GUY FRANCIS,
Asst. Manager

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by
the State of Massachusetts

Incorporated 1849

Total Assets	\$ 10,943,902 88
Total Liabilities	8,612,529 02
Net Surplus	2,331,373 86

SURPLUS TO POLICYHOLDERS, \$ 4,331,373.86

NEWARK

Fire Ins. Co.

of Newark, N. J.

Oldest Fire Insurance Company Chartered by
the State of New Jersey

Incorporated 1811

Total Assets	\$ 2,009,892 77
Total Liabilities	1,401,859 21
Net Surplus	608,036 56

SURPLUS TO POLICYHOLDERS, \$ 1,108,033.56

OFFICE: KOHL BUILDING,

Corner California and Montgomery Streets, San Francisco

GEORGE W. DORNIN, Manager **JOHN C. DORNIN, Asst. Manager**

SUPERINTENDENTS OF AGENCIES

F J R WEBBER	GEO C. CODDING	L. B. ROGERS	J. E. CRANDALL	C. H. ANDERSON
	FRANK H. YOUNG	H. K. NOURSE		

Fire underwriters may expect a large crop of cotton fires.

He that lives with cripples learns to limp.—George Herbert.

GENERAL

The war, of course, practically monopolizes the daily press of the country, and necessarily so, as it is the most vital matter for the nation since the days of Bonaparte. Its influences extend into the realms of insurance in a variety of ways. The controversy on the charging of extra premiums on the lives of fighting men goes on unabated. Many views are taken regarding the action of the life offices. The amount of ignorance displayed in the matter is really remarkable. Only last week an officer of the territorial force spoke of it as a great injustice, and supported the opinion with assertions—we could not truthfully call them arguments—which could easily be entirely refuted. We need not go over the ground again. As a matter of fact, this officer was under the impression that life companies should make the extra premiums a charge upon their general resources, so that the whole body of policyholders should share the burden. This, he thought, would only be fair, seeing that the men who went to fight were incidentally protecting those policyholders' vital interests, as represented among other things in the vast accumulated funds without which policies would be mere "scraps of paper." The idea is popular and plausible, but it cannot be logically defended either on legal or moral grounds, quite apart from upsetting the most elementary bed-rock principles of an intricate business. However, in time, there will be a gradual enlightenment of the public on the subject, and the life offices will be completely

exonerated from the slur which in pure ignorance has in some directions been cast upon them.—The Review of London.

Two comets are to be visible in a few weeks. They show themselves as "bloody portents" after the war in Oiropa.

An automobile rate war in the Middle West is threatened by present conditions.

LIFE

Indiana has a new assessment life insurance company, which will write monthly income life policies and industrial disability policies only.

The Four States Life, about 3½ years old, has been absorbed by the Pan-American of New Orleans. The Four States appears to have been near impairment.

Recent company experience (Penn Mutual) proves that the lowest mortality is among those who are 15 to 20 lbs. above the average weight, and also among those from 5 to 10 lbs. below the average weight at entry age. At the younger age tall men are less desirable risks than short men. Spinsters had a mortality ratio of 81 percent of the expected, and married women, with the husband as beneficiary, had 126 percent. Perhaps the husbands put something in the coffee. The women's mortality average is 104 percent of the expected.

MARINE

Schr Spokane in a squall driven on beach of Protection island.

British str Strathgerry, with lumber, ashore at Point Hudson but got off at high tide.

HOME LIFE INSURANCE COMPANY

OF NEW YORK

An examination of the Home Life of New York by the New York Insurance Department, the report on which has just been issued, shows the Company to be in splendid condition in every respect with an excellent record in all of its relations with policyholders. The chief examiner closes the report on the examination as follows:

“From the above report it is apparent that the company is efficiently managed, its claims under its policies promptly settled and its policyholders treated fairly.”

During the period under examination the Home Life has experienced a steady and sound growth, its assets now nearly \$30,000,000, being well over five millions greater than in 1909 and the insurance in force having increased from \$92,532,533 in the year mentioned to over \$116,000,000 in 1913.

For Agency apply to **GEO. W. MURRAY, Supt. of Agts.,**
256 BROADWAY, NEW YORK, N. Y.

The FRANKFORT
General Insurance Co.

Established 1865 Entered United States 1896
U. S. Department, 123 William St., New York, N. Y.

Workmen's Compensation
Workmen's Collective
Liability
Burglary
Personal Accident and Health
Industrial Accident and Health

Agents Wanted For Unoccupied Territory
Apply to New York office or to

WALTER A. CHOWEN,
Resident Secretary

340 Sansome Street San Francisco

Central California Agency
BEN LEONARD COMPANY
617 "J" St., Sacramento, Cal.

Southern California Agency
CONSOLIDATED AGENCY COMPANY
334 Central Building, Los Angeles, Cal.

European Compensation Decision

The driver for a wine merchant leaving his employer's place at four o'clock in the afternoon to deliver six casks of wine and who, after having met at one o'clock of the night some guardians of the peace asking him to light his lanterns which had gone out, is found at two o'clock of the night struck with congestion and with a wound in the

National Union
Fire Insurance Company
of Pittsburg, Pa.

Cash Capital, - - - - - \$1,000,000.00
Surplus to Policyholders, - - - - - 1,545,227.00
Assets, - - - - - 4,136,638.00

METROPOLITAN DEPARTMENT
SAN FRANCISCO

604 Merchants Exchange Building

DIXWELL DAVENPORT, Manager

FIELD REPRESENTATIVES:

R. R. Roper, NORTHERN CALIFORNIA
604 Merchants Exchange Bldg, San Francisco
Wm. M. Stodghill, SOUTHERN CALIFORNIA
302 Stimson Building, Los Angeles, Cal.

head as a result of a fall upon a public road, cannot be considered the victim of an accident sustained in fact and during work.

To Adjusters and Field Men

You are invited to send to us for appearance in this weekly such news items, personal or otherwise, as you may care to give publicity.

Words.—By, buy, tour, four, sour, spade, bade, key, quay, fully, sully, laughed, caught, draught, bow, bow, bough, bought, fought, dough, rough, plough, cough. A nation that can spell such words correctly can —

NEW PUBLICATIONS

“First Aid to the Home.” Printed and distributed by the Metropolitan Life. By Major Charles Lynch, Medical Corps, U. S. Army.

“All About Milk.” Printed and distributed by Metropolitan Life. By Milton J. Roseneau, of Harvard University. We read that one quart of milk is equal to eight eggs, or three pounds of fresh codfish. A glass of milk is equal to two large eggs.

Volume 2, Life Insurance Companies, Report of the Supt. of Insurance of the Dominion of Canada. The net amount in force is \$1,168,590,027, a gain of nearly a hundred million. Canadian companies have seven-twelfths of this total and write the same proportion of the new business. The superintendent is W. Fitzgerald, at Ottawa.

Report of Investigation of First National Fire of U. S., by State of Colorado, S. Epstein, Commissioner.

FREAK LEGISLATION IS THREATENED

In several of the states of the Pacific West some very impractical legislation is threatened by proposed laws to be passed on at the November election. No party is responsible and it can not be truly said that these are political measures. The new initiative and referendum law permits these callow experiments in law making by cranks, visionaires and other unthinking folks.

California is in greatest dangers, for some of these proposed measures will seriously disturb business, some will “confiscate” property, some will greatly increase taxes, others will increase the cost of living and will cause more than 100,000 men to lose their present employment.

Enacted into laws, there are proposed measures which will reduce the premium income of California 10 percent, possibly 20 percent, and cut down the commission income of California insurance men possibly a million dollars.

We are no alarmists. The danger is real. It is time for sane voters to call a halt to a restless element which in time if not halted will produce a civil commotion which must end in the curtailment of the right of suffrage. The intelligent, industrious saving people of this country will not submit to government by a vicious, class-hating element nor even by well-intentioned experimentalists whose absurd theories strike at the rights of property. Government cannot endure, nor prosperity exist, unless property as well as life is protected.

We appeal to insurance men, especially those in California, as naturally conservative and interested in conservative measures, to take an immediate interest in politics and vote solidly against all radical measures which can in any way disturb business, reduce prosperity, and diminish premiums.

FIRE**NIAGARA FIRE Insurance Company**

Assets, - \$6,916,921.00 Surplus to Policyholders, - \$3,503,411.00

DETROIT FIRE & MARINE Insurance Company

Assets, - \$2,278,039.00 Surplus to Policyholders, - \$1,574,706.00

NIAGARA - DETROIT UNDERWRITERS

Assets, - \$10,742,403.00 Surplus to Policyholders, - \$5,862,302.00

EDWIN PARRISH, Manager*Pacific Coast Department 334 Pine St., - San Francisco***AUTOMOBILE**

American companies are curtailing their lines in the congested districts of our cities, because of the present temporary difficulty in procuring sufficient reinsurance.

GERMANIA**FIRE INSURANCE COMPANY,****NEW YORK.****ORGANIZED 1859.**

Statement, January 1, 1914.

Cash Capital, - - -	\$1,000,000 00
Assets, - - - - -	7,260,197 27
Net Surplus, - - -	2,596,266 99
Surplus for Policyholders	3,596,266 99

HEAD OFFICE**Cor. William and Cedar Sts.****BOOK OF FORMS**

This new Book of Forms is now under way. The Forms are those adapted to the Pacific Coast. The price will be \$1.50, or possibly less. Will be published by The Coast Review, San Francisco.

Good Territory**OPEN TO
RIGHT MEN**

—those who know how and can produce applications and settle policies
—always ready to negotiate with men of experience, energy and enthusiasm.

**UNION MUTUAL LIFE
Insurance Company**

PORTLAND, MAINE.

ARTHUR L. BATES, PresidentAddress ALBERT E. AWDE, Supt. of Agencies
7 W. Madison St., Chicago, Ill.**GEO. ELLIOTT HUNT, Manager**
Shreve Bldg., San FranciscoT. H. McAllis, Manager, Sherlock Bldg.,
Portland, Ore.P. B. Duren, Manager, Boston Block, Seattle,
Wash.The Western States Agency Co., Manager,
225 Foster Building, Denver, Col.

J. E. Evans, Manager, Vancouver, B. C.

ONE HUNDRED AND FOUR YEARS OLD

North British & Mercantile

Insurance Company

Of London and Edinburgh

Pacific Department of the United States Branch, 76 William St., New York City

ASSETS OF THE UNITED STATES BRANCH
(which are but a small part of total fire assets of the Co.)**\$9,139,794.00****E. G. RICHARDS, Manager****W. S. BERDAN, Deputy Asst. Manager****GEORGE M. WARD, Resident Sec'y Local Dept.**

234 Pine Street, San Francisco, California.

Field Representatives—E. J. Young, 201 American Bank Bldg, Seattle, Wash.; P. W. Gedney, 504 Empire State Bldg., Spokane, Wash.; E. C. Willey, 1645 Tremont St., Denver, Colo.; C. Harris, 515 Title Ins. Bldg., Los Angeles; H. E. Smith, 224 Henry Bldg., Portland, Or.; G. W. Dearborn, F. J. Schoeneman, C. F. Milliman, San Francisco.

AGENTS WANTED

Every Company that advertises wants Permanent Agents. Have you any business? Are you about to change companies? Are you newly engaged in Insurance? Do you intend to go into the business?

THEN

Hustle! Get busy! Write to our Advertisers. Don't be verbose nor uncertain. Don't write from Los Angeles or Portland or Seattle and ask some big company, Are you represented here? Of course the company is represented there. Probably it is represented everywhere. But it may be contemplating a change, or its present agent may be flirting with the special of another company.

It Will Do No Harm

to get on the waiting list. It is legitimate for you to write modestly, "Consider me an applicant if you want another agent here." "I control \$—— in premiums." "My business is chiefly ——." "I want a company, and if you are unrepresented in this town or contemplate a change of representation let me submit particulars to you."

If you can write some life or accident business on the side or exclusively, the live companies which advertise are

Looking For You

They will give you the glad hand and the warm eye. They will pay you a handsome commission, too.

Scottish Union and National

**Insurance Company
Of Great Britain.**

Organized 1824,

North American Branch:

Hartford, Conn.**JAMES H. BREWSTER
MANAGER.**

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.JOHN M. HOPKINS, State Agent,
JOHN L. REAMS, Special Agent,
706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,H. C. EDMUNDSON, Realty Building,
Spokane, Wash.,
Montana and Idaho**H. W. FORES, San Francisco, Cal.,**
General Agent, California, Nevada, Arizona.**SAN FRANCISCO OFFICE:
409 California Street**

Missouri Inter-Insurers

The superintendent of insurance of Missouri says that no inter-insurance exchange has complied with the laws of that state and none is authorized to

do business therein. However, some Missouri inter-insurers are soliciting business on this Coast. The superintendent does not vouch for the solvency of any of them.

ARE YOU PLEASED?

IF NOT, SEE

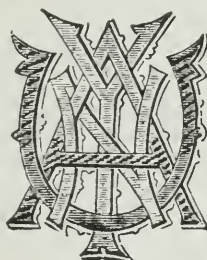
US

POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
Occidental Life Insurance Co.
OF CALIFORNIA

"THE DURABLE"

THIRD FLOOR GROSSE BLDG.

LOS ANGELES, CAL.



NEW YORK UNDERWRITERS AGENCY

Cash Assets January 1, 1914,	- - - -	\$26,525,973.85
Net Surplus January 1, 1914,	- - - -	8,048,522.13
Surplus to Policyholders January 1, 1914,	- - - -	10,048,522.13
Losses Paid, Over	- - - -	167,060,500.00

H. R. MANN, Manager

F. M. BRANCH, H. R. MANN Jr., Assistant Managers

Pacific Department: 339-341 Sansome St., San Francisco

SPECIAL AGENTS AND ADJUSTERS:—V. H. QUITZOW, A. C. ANDERSON, SAN FRANCISCO, CAL.; A. E. BAILEY, SEATTLE, WASH.; H. HARRY SMITH, LOS ANGELES, CAL.; H. B. HAGEN, SPOKANE, WASH.

W. R. BROCK, President

W. B. MEIKLE, Vice-President and General Manager

BRITISH AMERICA ASSURANCE CO.

OF TORONTO

(INCORPORATED 1833)

(FIRE)

United States Assets	\$1,889,181.35
Liabilities in United States	1,161,272.95

Surplus \$727,908.40

MILLER, HENLEY & SCOTT,

129 Leidesdorff Street, - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

"I thought you said he is an author."

"I never said anything of the kind."

"You certainly did. You told me that he is writing for a living."

"So he is, but that doesn't make him an author."

"For goodness sake, then, what is the man writing?"

"Life insurance." — Insurance Record.

The Liverpool & London & Globe of New York is now in Idaho.

**NORTHERN
LIFE**

The Company with the ever-easy-to-sell
Combination Life, Accident and Health (3 in 1)
Policy—

Pays good, fair commissions—

Gives prompt and satisfactory service to both
policyholders and representatives

In short: A good, all-round, successful com-
pany; full of Life and Energy—The kind you
are glad to connect yourself with—

Write for information—

—No obligation incurred.

HOME OFFICE
SEATTLE
U. S. A.

W. R. BROCK, President

W. B. MEIKLE, Vice President and General Manager

WESTERN ASSURANCE CO.
OF TORONTO (INCORPORATED 1851)

United States Assets \$2,578,165.00

Liabilities in United States 1,524,276.00

Surplus **\$1,053,889.00**

PACIFIC COAST DEPARTMENT

129 LEIDESDORFF STREET - - - SAN FRANCISCO

MILLER, SCOTT & HENLEY, Managers.

Total Assets Represented over \$20,000,000

Svea

Insurance Company
of Gothenburg

Agricultural

Insurance Company
Watertown, N. Y.

Globe & Rutgers Fire

Insurance Company
of New York

Hamilton Fire

Insurance Company
of New York

Globe Underwriters

of New York

EDWARD BROWN & SONS

General Agents Pacific Coast Department

202 - 204 Sansome St., San Francisco

22,000 EDITION

It Is for All Local Agents

10th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.50

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

Royal Exchange Assurance

OF LONDON

Incorporated by Royal Charter A. D. 1720

Total Assets Exceed \$32,000,000.00

A Successful Record of Nearly Two Hundred Years.

Losses Paid During That Time Exceed

\$225,000,000.00

United States Branch, 92 William St., New York City

R. D. HARVEY. United States Mgr.

LAWRENCE F. LAMPING, State Agent

For Oregon, Washington and Northern Idaho

310 BURKE BUILDING, SEATTLE

CANTON

Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital paid up (Gold)	- - -	\$ 250,000 00
Cash Assets (Gold)	- - -	2,267,816 75
Net Surplus over Capital (Gold)		1,554,193 31
Bonds on deposit in the U. S.	-	225,000 00

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents

Since January, 1882

J. J. THEOBALD, Manager

320 California Street, San Francisco

[Babcock Building]

PHOENIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

W. IRVING

General Agent for Pacific Coast

R. GALLEGOS

Assistant General Agent

343 SANSOME STREET

Security Building
(Entrance on Halleck Street)

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employees. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.
Royal Insurance Building

GENERAL

The Taxation of Land Values

The following is from the prize essay contributed to the Institute of Bankers of N. S. W. by R. H. Wood:

All through the course of history we can trace the idea that one of the best, most natural and easiest modes of taxation is that on land or its products. The tithes of the ancient Hebrews, similar taxes to which survived in Europe until comparatively recent times, are a good illustration of how ancient this idea is. Similar taxes are imposed at the present day in the Soudan as the basis of taxation.

The first writer who tried to put land taxation upon a scientific basis was M. Quesnay, a physician of the court of Louis XV. He endeavored to show "that the earth is the only source of wealth." He divided society into three classes, the first of which was the productive class, that is farmers and their laborers. He considered that the other classes, the proprietary class, who lived on the rent of the land, and the unproductive class, which included merchants and manufacturers, whose labor was very useful, but who lived on the wages paid to them by the other classes, added nothing to the national wealth. It is obvious that if this classification is made on just principles, all taxation must fall on the landlords. This conclusion is enthusiastically indorsed by many present-day thinkers, who, however, are influenced by the writings of Henry George rather than those of M. Quesnay, and by class hatred rather than a desire to establish taxation on a scientific basis.

I. W. W. Doctrine

W. D. Haywood, of the I. W. W. loafers propaganda, was some time ago quoted as saying of two accused members of this sabotage society of single-taxers:

"We mean to save those men, and if we fail — well, our membership is 150,000. We shall go after their (employers) scalps, destroy profits, destroy wages, destroy the share holders, the employers.

"The capitalists are alarmed because they see what syndicalism has done in England. Well, it's here now. If we get a minimum wage we can destroy wages altogether, and that is just what we intend to do.

"Let them tremble. We are out for their scalps and mean to bring them home. At last there is a militant labor organization in this country. The American Federation of Labor is un-American. But now we have almost changed that rope of sand into a cable of tempered steel — the Industrial Workers of the World.

"It is an army, generals, colonels, majors, soldiers. As fast as they put our officers in jail others take their places. We have the power and we mean to use it to destroy capital altogether.

"Our grand army will gather in the fruits of real victories. So let the employers beware. They want bloodshed. Very well, they shall have it."

These organized bums appeared to have found a weak line of defense at Butte, Mont., if we are well informed. Possibly Montana will share the bad experience of Colorado.

ESTABLISHED 1873

Office of Edward E. Potter

General Agent

The first office to commence paying losses after the conflagration.

The first office to commence paying in full the face of the policies, without discount, for cash or exchange.

The only general agency that remained in San Francisco where its patrons suffered.

The only office that did not compel its patrons to go to the expense and trouble of going to Oakland for the adjustment of their claims.

The Edw. E. Potter General Agency commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
It Costs No More**

January 1, 1914

OLD AND
TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS TO POLICYHOLDERS	.	.	.	.	\$5,212,525 00
UNDIVIDED PROFITS	.	.	.	.	2,319,300 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS TO POLICYHOLDERS	.	.	.	.	\$3,889,296 00
UNDIVIDED PROFITS	.	.	.	.	802,506 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS TO POLICYHOLDERS	.	.	.	.	\$1,893,309 00
UNDIVIDED PROFITS	.	.	.	.	432,560 00

EDWARD E. POTTER, General Agent

W. W. POTTER, Assistant General Agent

Potter Building, 578 Sacramento St.

San Francisco, Cal.

THE COAST REVIEW

INSURANCE

OCTOBER

In its 44th year

FIRE

Lindsay, Cal., Sept. 29.—Explosion in the paint section in the basement of the Moore department store destroyed half a block of buildings. The Porterville fire department helped to subdue the flames, and was aided by a shift of the wind.

Lodi, Cal., Aug. 24.—The house of J. Y. Ferguson was destroyed by fire. The firemen were delayed by the gathering of automobiles around the fire.

Oroville, Cal., Aug. 25.—Forest and brush fires in the Wyandotte section, ten miles from here, destroyed four homes and a packing shed belonging to B. B. Meek at Mount Ida.

Oakland, Cal., Sept.—Burning of Acme Auto & Taxi-Cab Co. garage, 737 Twenty-sixth st., did \$35,000 damage. Twelve automobiles were burned. The fire began with an explosion.

Alameda, Cal., had fourteen incendiary fires in September. Still, the underwriters are making money in this city of homes.

Alameda, Cal., Sept. 22.—Incendiary attempts at 2335 Lincoln ave. and 2029 Santa Clara ave. and on Dow Pump Co. property.

Picks, Ida., Sept. 15. — Block of buildings burned.

Tacoma, Wash., Sept. 20.—Explosion started fire which destroyed Stacey Apts. at 700-712 South Grant Ave.

Driad, Wash., Sept. 21. — Doty Lumber & Shingle Co. lost sheds and dry kilns and 5,000,000 shingles by fire.

West Springfield, Ore., Sept. 12.—Campbell & Walker hop houses and 60,000 pounds of hops burned.

Willows, Cal., Aug. — A new automobile belonging to Silas Minton on the Talbot ranch burned when the engine became overheated.

Montague, Cal., Aug. 25. — As Dr. J. Dwinelle was crossing the mountains between Yreka and Fort Jones yesterday the gasoline gas caught fire and burned his \$4,000 automobile.

Sycamore, Cal., Aug. 30.—The Kilgore dwg burned, from defective flue. Furniture saved. Insurance \$1,400.

Suisun, Cal.—R. D. Robbin's barn and hay. No insurance; \$4,000 loss.

Politicians? The American National Fire of Columbus, O., with \$1,000,000 capital and a big surplus will soon begin business.

Automobiles Burn

Princeton, Cal., Aug. 28. — An insured Buick car burned on the road near here. Belonged to Tuler & DuBuque.

STABILITY AND STRENGTH

RESOURCES OVER \$52,000,000.00

SUN INSURANCE OFFICE
OF LONDON

COLONIAL
FIRE UNDERWRITERS
AGENCY

MECHANICS & TRADERS
OF NEW ORLEANS

NATIONAL
OF HARTFORD

MICHIGAN
FIRE AND MARINE
OF DETROIT

SUN
UNDERWRITERS AGENCY
OF LONDON

PACIFIC DEPARTMENT

WILLARD O. WAYMAN---CARL A. HENRY

JOINT GENERAL AGENTS

FRANK E. STONE MAXWELL H. THOMSON
ASSISTANT GENERAL AGENTS

Sansome and Sacramento Streets

San Francisco, Calif.

Branch Offices : Los Angeles, Cal., Portland, Ore., Seattle and
Spokane, Wash., and Denver, Colo.

AGENTS WANTED IN EVERY CITY, TOWN AND VILLAGE.

1863

51st YEAR

1914

FIRE

AUTOMOBILE

MARINE

Organized in 1863

Firemans Fund

Insurance Company

Incorporated under the Laws of California.

433 California Street - San Francisco, Cal.

Insurance Exchange Building

Capital, \$1,500,000.00 Assets, \$9,864,872.00

BERNARD FAYMONVILLE

PRESIDENT

J. B. LEVISON

VICE - PRESIDENT

LOUIS WEINMANN

SECRETARY

A. W. FOLLANSBEE, Jr.

MARINE SECRETARY

H. P. BLANCHARD

ASSISTANT SECRETARY

JOHN S. FRENCH,

ASSISTANT SECRETARY

T. M. GARDINER

TREASURER

Central Department

JOHN MARSHALL, Jr., Manager

39 South La Salle St., Chicago, Ill.

Eastern Department

A. K. SIMPSON, Manager

J. W. LITTLE, Ass't Manager

Mason Building

Boston, Mass.

Southeastern Department

E. T. GENTRY, Manager

Macon, Georgia

Atlantic Marine Department

FRANZ HERRMANN, Manager

79-85 Wall Street, New York

VOL. 87
NO. 5

NOVEMBER

SEE PAGE
.....

1914

THE

TELEPHONE KEARNY 5934

Coast Insurance Protection Review

An Insurance Journal and Directory

IN ITS FORTY-FOURTH YEAR

San Francisco: Merchants Exchange Building

The Only INSURANCE Journal in the Pacific West

INSURANCE PUBLISHING CO., Publishers

Coast Fire Loss Ratio Highe

Field Men's Notes

A Semi-Tontine Claim Decision

San Francisco 1906 Conflagration Payments

Board of Fire Underwriters Semi-Annual Election

Looking Backward to 1869

Coast Co-Operatives That Died 20 or More Years Ago

Compensation Conditions Bad in California

Fire Insurance Decisions

New Policy Stamp Tax in Effect

Death of Edward Hall of the Old Oregon F. & M.

Equitable Life Should Mutualize

Metropolitan Life Will Mutualize

31 American Fire Companies with \$5,000,000 Assets

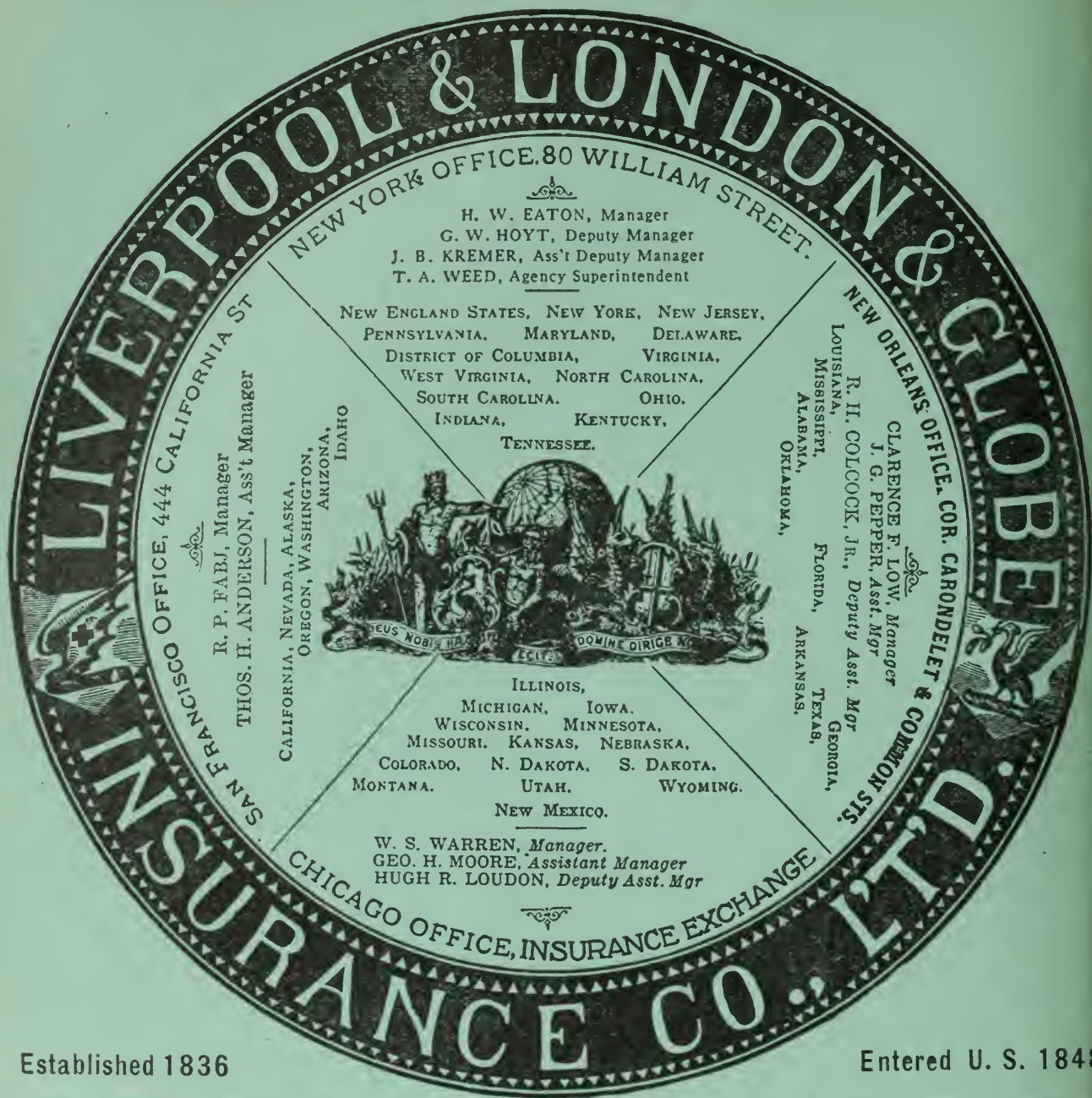
Some Company Reviews

Circulating Extensively in all the
States and Territories of the Pacific
West

PRICE 25 CENTS
\$3.00 PER ANNUM

Subscribers in the East, in Europe, in
South America, Japan, China and
Australasia

The Great Fire Insurance Company of the World
ASSETS IN UNITED STATES, - \$14,263,846.95



Established 1836

Entered U. S. 1848

The statement of the condition of the United States Branch on the 31st of December, 1913, in accordance with the laws of the State of New York, is as follows:

Assets	\$14,263,846.95
Liabilities	9,632,630.05

Surplus \$ 4,631,216.90

As an illustration of the Company's practice in maintaining its Assets in the United States in years of excessive loss, the following figures may interest Policyholders:

Year.	Assets at 1st January.	Income.	Expenditure.	Excess of Expenditure.
1871	\$3,054,361	\$3,163,901	\$5,122,653	\$1,958,752
1872	3,640,450	3,733,101	4,484,999	751,898
1873	4,165,290			

Thus showing EXCESS OF EXPENDITURE in the two years of \$2,710,650
And INCREASE OF ASSETS in the same time of 1,110,929

PROGRESS OF THE UNITED STATES BRANCH.—Net fire premiums: 1848, \$4,519; 1858, \$471,988; 1868, \$1,739,620; 1878, \$2,422,126 1888, \$3,928,010; 1898, \$4,979,422; 1908, \$7,427,617; 1913, \$8,907,895.07

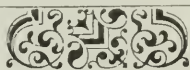
LOSSES.—The amount paid in satisfaction of Fire Losses in the United States in the course of 66 years exceeds \$137,000,000. This large sum in conjunction with the growth of the Company's business, evinces the confidence of the public and the faithfulness with which the Company's losses are adjusted and settled.

PACIFIC DEPARTMENT ESTABLISHED 1852
In Company's New Building
444 California St., San Francisco

ROBERT P. FABJ, Manager
THOS. H. ANDERSON, Asst. Manager

Special Agents:

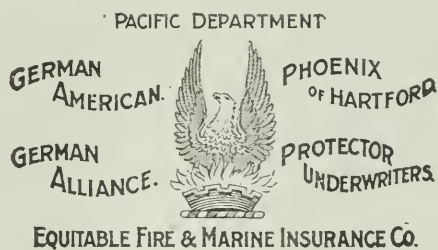
R. G. BRUSH R. H. ROUNTREE HARRISON HOUSEWORTH LOGAN B. CHANDLER
W. H. RAYMOND CHESTER S. MYRICK F. E. ATKINS GEO. J. JANE



Conflagration-Proof Insurance



Losses paid to date, - - over \$166,000,000



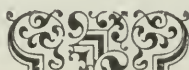
GEO. H. TYSON GENERAL AGENT.
HERBERT FOLGER, ASST. GENL. AGENT

SAN FRANCISCO.

Losses paid in San Francisco, - over \$6,000,000

Total Assets Thirty - Nine Millions

Agents Wanted in every City, town or Village



Representing

The Mutual Life Insurance Company

of New York

You will make money.

The great strength, big dividends and incomparable benefits of the "*oldest company in America*" mean certain success for you.

For Terms to Producing Agents, Address

GEORGE T. DEXTER, 2d Vice-President

34 NASSAU STREET, NEW YORK, N. Y.

LIFE

The Association of Life Insurance Presidents cordially invites us to attend its eighth annual meeting to be held at the Hotel Astor, New York, on Thursday and Friday, December tenth and eleventh, nineteen hundred and fourteen.

The executive committee-men are: Jesse R. Clark, W. A. Day, Forrest F. Dryden, Sylvester C. Dunham, Haley Fiske, Alfred D. Foster, George E. Ide, Charles A. Peabody, Robert Lynn Cox, chairman.

The program will emphasize "The Common Interests of Life Insurance, Education and Business." The speakers will discuss common problems and points of contact in those three fields of activity. Those invited to partici-

pate in the formal part of the program include men of affairs in the educational and general business world, as well as in the field of life insurance. One session will be devoted to "Fire-side Campaigning." Under this heading there will be a discussion of the need for co-operative effort on the part of life insurance men to educate wives, mothers, and even children, as to the necessity for protecting the family unit with life insurance of the right kind and of adequate amount.

President Hegeman of the Metropolitan recently lost his wife by death.

The California Guarantee Life and Accident of Sacramento died a-formin?

Life insurance should be encouraged by governments and exempted from all special taxes.

INCORPORATED 1861

The California Insurance Company

Cash Capital, \$400,000 00**Net Surplus, 191,636 00****Total Assets, 1,141,200 00**E. T. NIEBLING, President
GEO. W. BROOKS, SecretaryW. E. DEAN, Vice-President
J. W. WARNER, Assistant Secretary**HOME OFFICE :** Company's Building, 550-558 Sacramento St.
SAN FRANCISCO. CAL.***Special Agents and Adjusters***

A. N. LINDSAY, Seattle LEIGH H. ROBINS, Los Angeles B. A. SIFFORD, Portland

**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."**

Eastern Department, Philadelphia, FRANK C. STURTEVANT, Manager.

Middle East Department, Pittsburg, LOGUE BROS. & CO., Gen'l Agts.

London & Lancashire Fire Ins. Co. Ltd.

OF LIVERPOOL, ENGLAND**INCORPORATED 1861****Capital Subscribed and on Call, \$23,211,180.00****Total Available Assets, 35,096,835.00**

Pacific Department, 332 Pine Street, : : San Francisco

SAM B. STOY, ManagerGEO. ORMOND SMITH, Agency Superintendent, *San Francisco*W. B. HOPKINS, Local Secretary, *San Francisco*J. P. YATES, Agency Superintendent, *Los Angeles***SPECIAL AGENTS**—Geo. T. Richmond, San Francisco; N. W. Clayton, Jr., Salt Lake; W. W. Gilmore, Sacramento; G. L. Goodell, Portland; J. P. Hague, Los Angeles; D. H. Parry, Seattle; N. Gardner, Denver.

The "London & Lancashire" is a staunch supporter of the agency system and does not write over the heads of its representatives

Pacific Coast Casualty Company

OF CALIFORNIA

EMPLOYERS' LIABILITY—TEAMS—
GENERAL LIABILITY—WORKMEN'S
COLLECTIVE—VESSELS—ELEVAT-
OR—AUTOMOBILE—PERSONAL AC-
CIDENT—BURGLARY and PLATE
GLASS INSURANCE—FIDELITY and
SURETY BONDS. ∴ ∴ ∴

T. L. MILLER, President

HOME OFFICE:
Merchants Exchange Building
SAN FRANCISCO

GENERAL

The Difference

The Japanese say: Let us so live that our ancestors will be proud of us.

The Americans say: Let us so live that our descendants will be proud of us.

The coast line of Alaska is greater than that of the Atlantic coast of the United States. Alaska was not discovered by white men until 1741, by Bering, a Russian. The chief river, the Yukon, is 2,000 miles long.

Another California Industry Killed—Prize-fighting.

It is proposed, in Wisconsin, to allow fire companies to combine, subject to the commissioners' approval and an appeal from his decision to the courts.

BANKERS LIFE COMPANY

DES MOINES, IOWA

Organized 1879

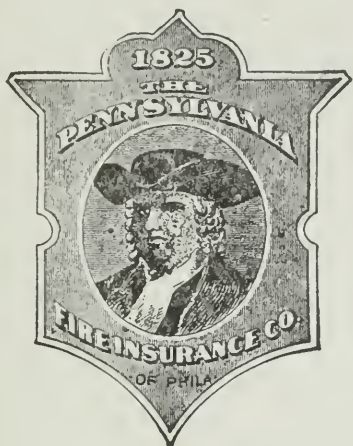
Insurance Issued and Restored,

1913 (Paid for) - - \$60,907,000.00

Increase in Admitted Assets

for Year - - \$ 2,630,411.43

ERNEST E. CLARK, - President



The Pennsylvania

*Fire Insurance Company
of Philadelphia*

Assets Jan. 1, 1914, \$8,002,962.21

Surplus to Policyholders

Jan. 1, 1914, 3,076,053.39

One of the Oldest and Strongest Fire Insurance Offices
in the United States

Pacific Coast Department:

201 Sansome Street, SAN FRANCISCO

RUSSELL W. OSBORN, Manager

S. P. MESICK, Superintendent of Agencies

F. J. AGNEW, " " "

SPECIAL AGENTS: A. C. McConnell C. V. McCarthy F. A. Lathrop

LIFE

German companies are reported as lending on policies as usual but a limit of \$250 will soon be imposed.

N. W. Rountree is the receiver of the American Life and Acci. of Portland, which was falling into the arms of the First National Life of A., of Portland.

The Wisconsin state life insurance department is the failure which we predicted. Only 311 policies for \$219,600 are in force. This is a small average policy, and the total compares only with the product of a new general agency for a very small life company. A whole year and much free advertising and the backing of the state produced less than \$220,000 insurance in force.

The Metropolitan Life Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

"An agent is known by the companies he keeps."

CONTINENTAL INSURANCE COMPANY OF NEW YORK

The best company for a policy-
holder is the best company
for an agent.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago

FIDELITY-PHENIX FIRE INSURANCE COMPANY OF NEW YORK

The assured places the responsibility
on the agent; a Fidelity-Phenix
policy relieves him of it.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
137 South LaSalle Street, Chicago

FIDELITY (FIRE) UNDERWRITERS OF NEW YORK

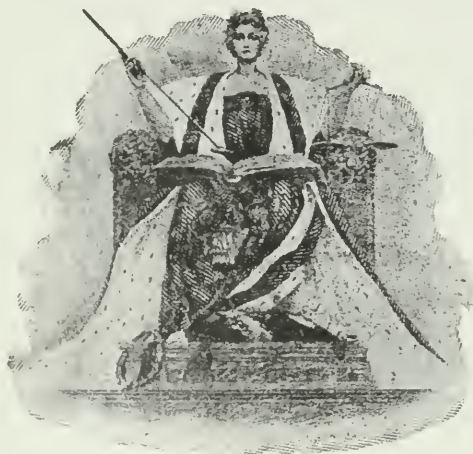
Combine the assets of two of the
largest companies with the highest
sense of liberality and fairness.

Combined Assets. \$42,586,574

Policyholders' Surplus. \$23,743,555

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago



FOUNDED 1806

Law Union & Rock

Insurance Company, Ltd.

OF LONDON

Funds Exceed \$ 47,897,465
Annual Income Exceeds 6,500,000
Claims Paid Over 130,000,000

Union Assurance Society Ltd.

OF LONDON

200th ANNIVERSARY—FOUNDED A. D. 1714

Home Office Statement, Jan. 1, 1914

Capital \$2,250,000
Assets 7,115,990
Surplus 4,570,520

PACIFIC COAST DEPARTMENT

HARRY H. SMITH, Manager

433 California Street : : : **San Francisco, Calif.**

EDWARD M. BRODENSTEIN, Branch Secretary J. P. CARROLL, Superintendent of Agencies

SPECIAL AGENTS: F. A. STAHL, Northern California and Nevada, San Francisco; NOAH L. NELSON, Northern California, San Francisco; F. F. RICHARDS, Southern California and Arizona, Los Angeles; Oregon and Western Washington, Portland; NYE KERN, Eastern Washington, Idaho and Montana, Spokane; M. B. BOOTHBY, Colorado, Denver.

APPLICATIONS FOR AGENCIES INVITED

LIFE

Surrender Values Taxation.—Following the presentation of arguments by representatives of the Association of Life Insurance Presidents, the state tax commission of Alabama has announced that it will not insist on taxing life insurance policyholders on their surrender values. This announcement supercedes the ruling of the commission made on September 26th that such cash surrender values were taxable.

The state tax commission unanimously decided, with the approval of the attorney general, that it will not insist on the payment of taxes by policyholders on life insurance policies which have a cash surrender value. In view of the decisions of the supreme courts of Indiana and Minnesota and the opinions of the attorney generals of New York, Ohio and Pennsylvania, construing statutes similar to ours, which decisions and opinions hold that such policies are not taxable, the Alabama commission made the above ruling.

The original ruling of the commission, which was issued to the county tax commissioners, and which is now rescinded by the above announcement, reads:

"All insurance policies with a cash surrender value are taxable, either as solvent credit or under subdivision 14, Section 2082 of the code, unless the amount of such cash surrender or a part of such cash surrender value has been borrowed from the company issuing the policy. In a case of this character, the policy is taxable to the owner for the difference between the

amount borrowed and the cash surrender value of the policy. If the entire amount has been borrowed, the policy is not taxable to the owner at all."

Such a ruling, if enforced, would of course cause a large demand for policy loans or surrender values.

American Life Convention Committees

Among the new committee-men of the American Life Convention are these: Robert J. Giles, Occidental Life, Los Angeles, "next annual meeting." J. R. Cruse, California State Life, Sacramento, "credentials." Julian Sonntag, West Coast Life, San Francisco, "departmental supervision." N. G. Stringham, Continental, Salt Lake, "medical examinations." T. M. Morgan, Northern Life, Seattle, "grievances." Gordon Thomson, San Francisco Life, San Francisco, "resolutions."

In U. S. Registration Area

Deaths from heart disease average 7,200 a month.

Deaths from tuberculosis average 8,000 a month.

Deaths from pneumonia average nearly 7,000 a month.

Deaths from typhoid fever average 1,100 a month.

Deaths from cancer average nearly 4,000 a month.

Deaths of infants from diarrhea and enteritis average 4,000 a month.

The word "through" was formerly "thorough" but the simplified spellers of a former century dropped the first "o."

Too much help makes the help helpless.

"THE LEADING FIRE INSURANCE COMPANY OF AMERICA."

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$6,909,389.89

Surplus as to
Policyholders
\$11,909,389.89



Cash Assets Now
\$22,481,250.34

Losses Paid
in
95 Years

\$138,501,348.36

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

W. H. BREEDING, General Agent

E. S. LIVINGSTON, Asst. General Agent

Main Office, 301 California Street

SAN FRANCISCO

SPECIAL AGENTS AND ADJUSTERS

J. A. MURPHY, General Adjuster

H. E. O'BRIEN G. E. TOWNSEND, H. F. MILLS G. S. MARINER, E. V. CULVER, FRED H. ROAD

This Company has absolutely no connection with any other corporation
bearing the name of AETNA.

MARINE AND AUTOMOBILE DEPARTMENTS

E. S. LIVINGSTON, Marine Superintendent

325 CALIFORNIA STREET

HARTFORD FIRE

Insurance Company

Chartered 1810

FIRE, MARINE AND AUTOMOBILE INSURANCE



Assets, January 1, 1914. \$26 525.973 85

Surplus to Policyholders. 10,048,522 13

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

430 California Street, SAN FRANCISCO

City and Marine Department

441 CALIFORNIA ST.

SPECIAL AGENTS AND ADJUSTERS

GEO. E. DEVINE, Sup't of Agencies, San Francisco

J. J. DENNIS, Portland, Ore.

MILTON E. SPAULDING, San Francisco, Cal.

ROBERT E. DOLLARD, San Francisco, Cal.

W. S. DENNIS, San Francisco, Cal.

L. H. EARLE, San Francisco, Cal.

C. E. MILLER, Salt Lake City, Utah

NEIL STEWART, Spokane, Wash.

P. H. GRIFFITH, Los Angeles, Cal.

ERNEST E. PRICE, Los Angeles, Cal.

NOVEMBER, 1914

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 43d Year

Foreign, \$3.50

Office 1103 Merchants Exchange

Volume 87

San Francisco, California, U. S. A.

Number Five

Entered at San Francisco Postoffice as second-class mail matter

The Mutual Life Ins. Co. of New York last year paid \$1,961,621 death claims in the Pacific West. Of this total, California is credited with \$1,081,335. This proportion we believe to be about that of the life companies as a whole. As in fire insurance, so in life insurance California furnishes half or more of the premiums and receives half or more of the death payments and matured endowments. There are thirteen states and territories in the American Pacific West.

‡‡

There is now no doubt that 1913 will be distinguished by a greater number of fires in the United States than in any previous year. The total American fire loss will probably exceed \$300,000,000, for the first time since 1906.

‡‡

Several writers are now proving, to their own satisfaction, that the probability of dying between several insurable ages is quite as much as the chance of being shot in a battle. Whether this proves that it is safer on a battlefield than on a bed at home, we are not sure; but we note that the life companies that print approvingly the figures insist on additional premiums from the soldiers.

‡‡

Our "Looking Backwards" is specially interesting in this November issue.

Our final table of San Francisco's 1906 conflagration losses, revised and reprinted elsewhere, which necessarily includes some estimates, gives a total of \$174,373,419 claims paid. The amounts paid ranged from 25 to 100 percent of the amounts claimed. Nobody knows the amount of the premium income from the burned territory nor the amount at risk; and therefore the amount of unpaid claims is not known.

‡‡

Life insurance on this Coast now feels, seriously too, the effects of the business depression and of the European war. New business of the ordinary family protective kind has declined in amount, and only those companies which specialize on partnership insurance are keeping up to anything like last year's totals. Some offices, we hear, are making a drive for partnership business, at \$11 per \$1,000, to swell the year's total of new insurance written in California and elsewhere.

‡‡

Probably the moral hazard has little to do with the large number of losses nor does it noticeably increase the grand loss total. In 1893 there was a panic which broke 300 American banks but the fire loss continued as before and did not exceed that of the previous prosperous year.

SUGGESTION

There must be truth in the theory that much of the crime of the country is due to suggestion by publication of the particulars of a criminal act. At rather long intervals a type of crime is committed. The newspapers give it wide publicity. At once this crime is duplicated, far and near. A recent case in point is that of the holdup of a Pacific Coast bank cashier, who was the only one in the bank at the time. He was thrust into the vault and locked in. Since then hold-up men have done precisely the same thing in several remote sections of the country. They read the account of the crime and within a few days duplicated it in every particular.

HOTELS IN EXPOSITION YEAR

By official tabulation there are over 1,328 hotels and rooming houses in San Francisco, which with 600 apartment houses represents a total of over 90,000 rooms with accommodations for near 200,000 guests at any one time. In process of construction there are over 150 hotels and apartment houses that will be completed before the Exposition opens, giving nearly 15,000 rooms more, and in addition there are thousands of flats and rooms obtainable in private residences. With the purpose of making it as easy as possible for prospective visitors to secure accommodations at guaranteed rates the hotel men of the city have incorporated the San Francisco Hotel Bureau with a membership of over 350 hotels, rooming and apartment houses representing over 50,000 rooms. Rates have been established at from \$1.00 to \$3.00 a person, per day, European plan, and from \$3.50 and up a day, per person, American plan. The San Francisco Hotel Bureau will guarantee the reservations made at specified rates. A San Francisco Trust Company is its depository, so that there need be no fear of failure to carry out any agreement entered into.

INSURANCE BY THE STATE

The recent elections, on the whole, have registered majorities against state insurance propositions. It is possible that American voters are now taking a saner view of these disguised socialistic measures, and may soon eliminate the "long-haired" element as an influential factor in elections. In various states some very absurd measures, hostile to individualism and property rights, were emphatically voted down. A great war may not be necessary to insure common sense for a long period.

It is asserted that there are 40,000 fatal accidents yearly in this country, of which 20,000 are industrial and 1,500 are accidents at fires. Three thousand three hundred and thirty-three fatal accidents a month ! More than four fire fatalities every day !

Insurance in State and Federal Courts

OUR BEST DIGEST OF RECENT DECISIONS

Life Insurance in Court

Wisconsin—Tourtellotte et al. v. New York Life Ins. Co., 144 N. W. R.

Contracts—Construction

A distribution policy of \$10,000 provided for the participation in profits and surplus, and that, at the completion of the distribution period, insured should be allowed to apply the accumulated surplus to the purchase of an annuity, to continue the policy for the original amount, and withdraw in cash the accumulated surplus, to withdraw in cash the entire equity, that is, the net reserve of \$3,607.20 and accumulated surplus, to convert the equity into a paid-up policy, to convert the equity into a life annuity, or to continue the policy for the original amount, and convert the apportioned surplus into a reversionary addition. With the policy, the insurer sent a statement reciting that at the end of 20 years the contract guaranteed an option to the holder between six different methods of settlement, and that the principal options as based on the results realized on tontine policies maturing during the current year were the right to cash the policy at a value of \$8,160, to take a paid-up policy for \$13,400, or to continue the policy at the annual rate, less \$4,553 dividends in cash. Held, that the statement sent with the policy, although considered part of the contract, did not guarantee or promise a cash value of \$8,160 at maturity, it being expressly stated that it was illustrative of the options given the holder, and that the figures were based on the results of other tontine policies, and hence the holder was only entitled to the earnings which were rightly apportioned to his policy.

The policy was delivered by mail, and the jury found by special verdict that inclosed with the policy, but not attached thereto, was the following statement, marked "Exhibit 2," and that it was the intention of the parties that such statement

should be a part of the contract of insurance:

Illustrating Contract No. 454,346
of the
New York Life Insurance Company
for
Mr. Mills Tourtellotte.
Aged 38. \$10,000.

"At the end of twenty years the contract guarantees (as expressed therein) an option to the holder between six different methods of settlement. The three principal of these methods are illustrated below; the figures there given are based on the results realized on tontine policies which have matured during the current year in this company.

"First option, cash value, \$8,160.00.

"Second option, paid-up policy for \$13,400.

"Third option, continue policy at original rate less annual dividends, \$10,000 and \$4,553 in cash."

At the end of the distribution period plaintiff Tourtellotte exercised the third option mentioned in the policy, or the first in the statement accompanying the same, namely: To withdraw in cash the entire reserve and surplus value of the policy. Upon being informed by the company that the total cash value of his policy amounted to \$5,889.60, the plaintiff Tourtellotte, under date of January 26, 1912, sent a letter to the defendant, which contained, among other things, the following statements: "I have, from your branch office Milwaukee, letter of the 22nd inst., advising me that the total cash value of said policy at maturity will be \$5,889.60, which covers a dividend of \$2,282.40 and the reserve of \$3,607.20, and, after deducting the amount of the note of \$3,420, will have a net of \$2,469.60. This result is not in the least satisfactory, and I protest against any such discharge of the obligation, and I refuse to accept it. Accompanying the policy, and in illustration of said contract No. 454,346 (given out and issued by authority of your company), is a written and printed guaranty which

Life Insurance in Court

gives the cash surrender value thereof at maturity of \$8,160, and after deducting the outstanding note of \$3,420, leaves a net value of \$4,740, which your representation showed, and that I had a right to expect in cash at this time." Then follows a statement showing what he had paid to the company, and the letter continues: "This is too far short of what the result should be, and what were represented they would be. The only logical conclusion is that a mistake has been made, in that I have not been credited with the earnings of the note feature of the contract; that the notes have been charged off against the cash earnings. Certainly, if I am to be charged with the notes, I should have credit for the earnings due to the loan feature thereof. The payment of the notes makes the whole transaction on a cash basis, and the earnings must be figured as such. * * * So I say again that the net return of \$2,469.60 is a mistake or I have been robbed of my just application of profits honestly applicable to my contract. There has been too little applied to the policy and too much gone to make up that many millions surplus we hear so much about. I am entitled to profits from lapses, guaranteed surplus, and an honest division of earnings derived from the premiums both from the cash and note payments. Can you have those figures verified, and see if there is not some mistake somewhere that justifies me in making this complaint? What I demand in the option available is the full cash surrender value; but I decline to settle for the sum named. It is not right, fair, or just."

In reply the company informed plaintiff Tourtellotte that the amount stated was correct, whereupon he brought this action against it, claiming that the contract guaranteed the payment of the sum of \$8,160. The defendant denied that the policy guaranteed the payment of \$8,160 in any event, and alleged that the plaintiff Tourtellotte was entitled to receive as the cash value of said policy the entire equity (that is, the net reserve) expressly stipulated in the contract to be the sum of \$3,607.20, and, in addition thereto, the accumulated reserve

apportioned and distributed in accordance with the principles and method adopted by it to determine the amount equitably belonging to said policy, which amount was apportioned on the 28th day of February, 1912, and was the sum of \$2,282.40, making in the aggregate the sum of \$5,889.60.

The action was tried by a court and jury. A special verdict of two questions was submitted, as follows:

"(1) Was Exhibit 2 inclosed and delivered by the defendant to the plaintiff Mills Tourtellotte with Exhibit 1? Answered by the court: Yes.

"(2) Was it the intention of the parties at the time of the delivery of the policy that Exhibit 2 should constitute and be a part of the contract of insurance? Answer: Yes."

Exhibit 1 referred to above was the policy sued upon. The plaintiff the National Bank of La Crosse held the policy when it matured as collateral security to a loan made by it to the plaintiff Tourtellotte. The court entered judgment for the defendant notwithstanding the verdict, and the plaintiffs appealed.

—

In the above case, on appeal, the supreme court of Wisconsin ruled for defendant company and held that the figures which accompanied the policy did not guarantee the holder \$8,160 on maturity but were merely illustrative of past earnings.

—

Next of Kin

Where a policy was for a sum payable to insured's wife "if living, or his legal representatives," and his wife predeceased him and he was survived by a daughter as his only next of kin, the proceeds of the policy belong to the daughter personally.—*In re Viles*, 149 N. Y. S. 121.

The term "legal representatives," when used in a policy to describe the beneficiary, is equivalent to the term "next of kin."—*Id.*

—

Where Insured Was Also Local Agent

That assured under a life policy was the insurer's local agent did not prevent a delivery of the policy to him from constituting a delivery to the assured so as to complete

Life Insurance in Court

the transaction. — *Gibson v. Pioneer Life Ins Co.*, 168 S. W. 818.

Where Policyholder Had Not Repaid Loan

Where insured, after pledging his life policy as security for a loan procured from the insurer, defaulted in payment of the loan and premium on the policy, held, under the terms of the loan agreement, that the pledge was not automatically foreclosed, but affirmative action, sufficient to show that the pledge was foreclosed, was necessary.

Where policy was pledged with insurer as security for a loan, and the insurer failed to foreclose the pledge prior to insured's death, it could not, by foreclosing the pledge, thereafter deprive the insured's legal representative of any valid accrued right of action on the policy.

Where a privilege of electing to take paid-up insurance or extended insurance is guaranteed by the policy, and insured dies after defaulting in the payment of a loan and premiums, but before expiration of the election period, the privilege of election is a property right which survives to his legal representative.

His executor, on proof of death, and demand, may recover the amount of extended insurance, less the amount of the loan.

Where policy had matured as a death claim, repayment of indebtedness on the policy from other funds of the decedent was not a condition precedent to recovery by the decedent's executor. — *McEachern v. New York Life Ins. Co.*, 82 S. E. 820.

Policy Did Not Lapse

The policy of insurance and application therefor held to constitute together the contract of insurance.

Where the application was dated June 13th, and a policy issued June 23d, which gave a grace of one month in payment of annual premiums, except the first, and insured died several years later on July 23d without having paid the premium for that year, held, that his policy had not lapsed.

Cilek v. New York Life Ins. Co., 149 N. W. 49.

False Representation

A representation by an applicant for life insurance that he had never been examined for insurance and rejected is material, and, if false, avoids the policy. — *Hardy v. Phoenix Mutual Life Ins. Co.*, 83 S. E. 5.

Statute Cannot Be Nullified

Where a statute makes provision for the benefit of insured in a life policy, the parties to the insurance contract may not contract away the statutory right and thereby nullify the statute. — 167 S. W. 1162.

Wife's Loan to Husband

Loans by wife to husband and assignment of insurance policy by husband to wife to secure loans, when made in good faith, held enforceable in equity. — *Wagner v. Mutual Life Ins. Co. of New York*, 91 A. 1012.

Fire Insurance in Court

New Jersey — *Plockzek v. St. Paul Fire & Marine Ins. Co.*, 91 A. R. 812

Joinder—Law and Equity

The purchaser of property covered by a policy, providing that it should be void, unless otherwise agreed, if any change in the interest, title, or possession of the property took place, procured additional insurance, and after a loss, brought suit to reform the first policy by making it payable to him, instead of his grantor, and also asked a recovery on the second policy. Held, that the cause of action on the second policy was separate and distinct from that on the first policy and could be enforced only in the common-law courts.

Grounds of Reformation

An instrument in writing can be reformed only where there has been a mutual mistake, or a mistake on the part of one party and fraud on the part of the other.

Change of Beneficiary

A purchaser of property covered by a fire policy, providing that it should be void if any change took place in the interest, title,

Fire Insurance in Court

or possession of the property, unless otherwise provided by agreement endorsed thereon or added thereto, who notified the insurer's agent of the change in title, but failed to obtain its consent, could not have the policy reformed after a loss by making it payable to him instead of his grantor; the policy having apparently been in proper form at the time of its issue.

Forfeiture—Change of Title or Interest

Where a purchaser of property covered by a fire policy, providing that it should be void if any change took place in the interest, title, or possession of the property, unless otherwise provided by agreement indorsed thereon or added thereto, informed the insurer's agent of the change of title, but did not request the insurer to consent to the change, and the insurer neither assented thereto nor waived the condition, there could be no recovery on the policy.

Waiver of Right

No waiver by an insurance company of the right to later raise the question of its liability can arise from its not doing so before the referees, on reference to determine the amount of damage; that question not being open before them. — *National Furniture Co. v. Prussian Nat. Ins. Co.*, 91 A. 785.

Return of Unearned Premium

Where policy provided that it should be void if the premises remained vacant for 10 days, and that in such case the unearned premium should be returned, the insurer was not bound to return any unearned premium, unless the policy be surrendered. — *Schmidt v. Williamsburgh City Fire Ins. Co. of Brooklyn, N. Y.*, 144 N. W. 1044.

Fraudulent Conveyances

Real estate fraudulently transferred to prevent the collection of the grantor's debts, with full knowledge of the grantee, may be subjected to the payment of a judgment subsequently rendered against the grantor upon a claim existing at the time of the

fraudulent conveyance. — *Port Huron Machinery Co. v. Larson*, 144 N. W. 1054.

Homestead

A deed not signed by the grantor's wife is void as to the homestead included therein. — *Ekblaw v. Nelson*, 144 N. W. 1094.

A Cause of Action

Plaintiff, the purchaser of property from the parties originally insured, having the policy indorsed to himself as his interest should appear, and thereafter taking from the insured an assignment of his interest in a contract to purchase from plaintiff and an assignment of the policy, of which the insurer had notice, but to which its consent was not shown, held to have a cause of action on the policy. — *Gourlay v. Insurance Co. of North America*, 148 N. W. 258.

Notice of Vacancy

Notice that the insured premises are vacant, or that they have become uninhabitable, when communicated to the insurer's local agent having authority to issue policies and transact the usual business of a recording agent, is notice to the insurer. — *Schmidt v. Williamsburgh City Fire Ins. Co. of Brooklyn, N. Y.*, 144 N. W. 1044.

Where the insurer had no notice of a breach of the policy rendering it void, and did not learn of such breach until after the premises were totally destroyed, the fact that the insurance adjuster, while declaring the policy void and denying liability, offered a larger sum than the unearned premium for a surrender of the policy, did not constitute a waiver of the forfeiture. — *Id.*

Premises

Where a lessee of one floor was insured against loss by fire of its furnishings on that floor, and a clause in the policy provided that it should be void if moving picture celluloid films were kept "in the above-described premises," the word "premises" did not include other parts of the building over which it had no control. — *Central Market Street Co. v. North British & Mercantile*

Metropolitan Life Mutualization Plan

In accordance with the laws of New York state, the Metropolitan Life Ins. Co. outlined a plan for the acquisition of the outstanding 80,000 shares of capital stock. The sum of \$6,000,000 will be appropriated out of the company's surplus on January 5, 1915, or after all approvals have been received from stockholders, policyholders and the state insurance department.

The stockholders will vote approval of the plan on December 4. The policyholders, no doubt, will give their approval at a meeting called for December 28.

Upon the payment of \$75 per share of stock, the par value of which is \$25, this great company passes under the control of its policyholders and becomes a mutual, with \$35,000,000 surplus and nearly \$500,000,000 assets.

President Hegeman, in presenting this plan, states the advantages to be derived by policyholders from the proposed mutualization. Briefly they are: the absolute control of the management by the policyholders; the safeguarding of the company for all time against schemes for obtaining stock control and for using such control to exploit the assets and income of the company; and thirdly, the conversion of all the non-participating policies, except those excluded in accordance with provisions of law, into participating policies.

"Limited"

There is no law in this country requiring the publishing of "Limited" as a part of a company's name, because under our laws the liability of all stockholders is limited. California has a peculiar law, however, a law which while limiting the liability of stockholders extends it to the proportion which their shares bear to the whole amount of the company's stock.

Elevator Falls.—At Los Angeles an overloaded elevator in the Tajo building fell three floors to the basement. The cable broke. Eighteen passengers were hurt, two perhaps fatally.

Our Table of San Francisco Conflagration Losses Paid

We reprint on pages 491-95 our table of the 1906 San Francisco conflagration losses paid, fairly well revised. Quite a number are estimates, either by the company managers or by the editor. They all are substantially correct, we doubt not, but a few are over-estimates. We shall be glad to receive and print any corrections.

The total of \$174,000,000 is a little more than we anticipated for the ground footing of payments. The foreign companies' payments were only \$6,000,000 less than those of the more numerous American companies.

San Francisco premiums in 1906 were in round numbers \$3,000,000. This total indicates something like \$300,000,000 in force in the whole city at the time of the fire. Assuming three-quarters in force in the burned district, the total at risk and destroyed was \$225,000,000. The total uninsured values destroyed were about as much, for as a rule, buildings were insured for only a third of their value and many buildings and much personal property were not insured at all. Certainly the total direct destruction of property amounted to \$400,000,000 and perhaps \$450,000,000.

It is probable that the percentage of insurance paid to loss incurred was about 80 to the 100. When it is reflected that some twenty-five companies were forced out of business by their losses, and several other companies settled on a compromise basis and were reorganized, this large proportion of eighth-tenths paid after the greatest fire in the world is very creditable to fire insurance reliability.

Milk.—Printed and distributed by the Metropolitan Life. By Milton J. Rosenau. Milk is likely to be dangerous to health because it is mostly taken raw. Cooking kills the harmful germs. Nature did not intend us to use cow's milk—certainly not milk exposed to dust, flies and dirt. Milk was never intended to see the light of day. Nature's plan keeps out dirt, germs, flies and fevers. A quart of milk is equal to 2 pounds of chicken or salt codfish or potatoes

or a third of a pound of wheat flour. Pure milk is odorless. Milk conveys tuberculosis, scarlet fever, diphtheria, typhoid fever, septic sore throat. Bacteria grow and multiply in milk. Milk is responsible for more sickness and deaths than all other food-stuffs put together. It is more important to license milk dealers than plumbers or trained nurses. The germs of consumption often contaminate milk. Seven-eighths of milk is water. Cream contains many more bacteria than milk. Market milk, not inspected or certified, may contain 1,000,000 bacteria in each thimbleful. Heating milk 30 minutes 148 F. destroys all harmful germs. This is a splendid pamphlet and will do great good.

Seattle Dock Ordinance

An amended ordinance, adopted by Seattle last month, provides that every dock, wharf or pier hereafter constructed on the water front, unless of fire proof construction must have draft curtains extending three feet below flooring, and cut in tight between floor joists at top; curtains to be not more than 100 feet apart, at right angles to the main axis of the dock, pier or wharf, and to be made of tongue and grooved or ship-lapped planks, or equally fire resisting material.

Unless of fire proof construction, every building hereafter built on wharf, pier or dock must be provided with firewalls not over 500 feet apart and roof curtains not over 100 feet apart between fire walls. Prepared roofing felts, wood shingles, wood siding or uncovered tarred felts are prohibited. Where for passenger service, such buildings must have fire escapes.

The back tax suit in Indiana was won by the Continental. The state ins. dept. sued for taxes on return premiums including cancellation premiums on policies not taken for seventeen years. This was a test suit, and the victory saves the fire companies some \$900,000.

Ohio is to test the exact meaning of "gross receipts" by insurers. The last court will doubtless rule that the phrase means exactly what it says. Webster defines "gross" as

"the whole, entire, total," a definition which includes return premiums and also moneys paid out for reinsurance.

Proposed Investment of a Part of Legal Reserve in State Producing It

For a long time there has been "in embryo" a California bill, similar to the Texas (Robertson) law, requiring life companies to invest in the state some 75 percent of the legal reserve on business written in the state. This proposed measure is "the big stick" carried by men who "speak softly" and are not afraid of the "organized labor" of company representatives hostile to them.

Some long time ago President Jos. A. De Boer of the National Life wrote the Coast Review as follows:

"It is to be hoped that the mistake of undertaking to direct by statute the investment of life insurance reserves will not be made by the legislatures of the Coast states, that being as a principle adverse to the indispensable rule of leaving such an important prudential question to the judgment and discretion of the directors and officers, who are primarily responsible for the safe conduct of life insurance companies and who will insist in the exercise of that responsibility on having such matters left in the care of their personal trust. The need of society should and will regulate the purchase of insurance and the choice of companies and market demands, not statutes, should determine the geographical distribution of trust fund investments."

As the Coast legislatures will soon be again in biennial session, the foregoing has a timely application.

A poor Oakland inventor lost his life this week while demonstrating the efficiency of his life-saving device at fires. He fell two stories to the cement sidewalk. The rope holding the apparatus to a sill broke. A similar fatality, to a saving device ended the life of the inventor in San Francisco a few years ago.

So far the umbrella crop in California has been a complete failure.

CHIPS

—"Who can refute a sneer?"

—Liberal.—The German Savings & Loan Society of San Francisco contributed \$1,000 to the Belgian relief fund.

—California.—The initiative act adding an 8-hour law to the state penal code, which would have killed agricultural and horticultural industries, was defeated by a large majority. The proposed law was a crazy socialist measure.

—California.—The "blue sky" initiative act was passed at the November election. It defines investment companies, brokers and agents, and subjects them to supervision and investigation by a state auditor. Proposed joint stock insurance companies will be subject to this new law.

—Seattle.—Washington state is to become dry on January 1, 1916. This will affect many hotels as well as the liquor and brewing interests. The big breweries are preparing to move to San Francisco. Employment agents and agencies were also abolished by the November state election.

—During November the Standard Accident of Detroit will give handsome sterling silver engraved magazine pencils with the individual's name etched on the barrel to every broker, solicitor and agent who writes over \$100 worth of new business for the commercial accident and health department.

—Portland.—This state has voted "dry." Several hotels will probably close in consequence, as they depend for patronage and profits on their bars. Our large brewery will probably move to San Francisco. The state will not compensate the brewers for their business destroyed by the election.

—California.—The initiative amendment prohibiting the making, selling, giving or transporting of spirits, wines and beers, under heavy penalties of fines and imprisonment, was defeated by a tremendous majority. One of the arguments for the proposed amendment to the constitution was that it would stop the immigration of foreigners; one of the arguments against it was that it would destroy investments of \$200,000,000.

—The Preferred Accident is now writing automobile liability and property damage burglary insurance in its Pacific department, under Manager Geo. C. Farrell.

—Arizona.—This "wild and wooly" Western state went "dry" at the recent election, and will hereafter raise blind pigs on all its oases. The saloon and possibly hotel hazard has increased.

—Marine.—The new German Marine of Hamburg is backed by the imperial government to the extent of about 5-6ths of its 28,000,000 marks of capital. The German marine companies have subscribed for 8,000,000 marks capital. The chairman is Albert Ballin. Nord Deutsche men appear to be prominent in the control. Director Mutzenbecher of the Hamburg Assurance is one of the managers.

—Compensation.—The competition of the state for workmen's compensation business, notably in California, is so keen as to threaten the continuance of this class of business by stock companies. There are various "agencies" which help the state industrial accident fund and keep its acquisition cost down, at present, but it is doubtful if the present favorable experience will continue. Meantime, however, it is "hard sleddin'" for the stock company workers, and some temporary sacrifice may be inevitable in order to acquire and retain a fair share of this class of business.

—California.—The so-called red-light abatement act, submitted by referendum, is now a law. It is a drastic measure, permitting the confiscation of premises where the nuisance exists. The result of the law is the lowering of values of realty in districts which include hotels, apartment and lodging houses. One realty agent says that in San Francisco the law will lower realty values 25 percent from the bay fronts out to Jones and Market sts. The proscribed "industry" will be scattered in the large cities of California, as in New York, into the residential sections, and likewise lower realty values. The "moral hazard" of this class of risks has always been remarkably good.

—What if the insured refuse to pay the "war" tax?

—Personal. — Assist. Mgr. Corbet of the Northern is visiting the Coast.

—In Europe there are disappearing regiments as well as "disappearing guns."

—Marine.—See page 88 advg. section for copied article on Belligerents and Neutrals.

—Looks like a 50 percent Coast fire loss ratio and a 60 percent American fire loss ratio.

—New York.—The Plate Glass Insurance Alliance has been formed here by eleven companies.

—The Liverpool & London & Globe of New York has entered California and other states in this field.

—Beaverhead, Mont., is soon to have a skunk farm. One can be spared for it by a contemporary.

—Life.—Present indications are for a continuation of dividends to policyholders in 1915 as in 1914 but for no increase.

—Baker, Or. — The 19 saloons are to be merged into a total of 10, with pooling of profits until the prohibition law goes into effect, January 1, 1916.

—Portland.—F. J. Alex Mayer announces that after November 21 he will devote his time to the adjusting of fire losses. Mr. Mayer has had years of experience as an adjuster and his services will prove of great value to the companies.

—The new north and south wings of the Metropolitan Pacific home office building in San Francisco have their steel frame works up. It seems probable that the beautiful Grecian temple effect, on the hill, as viewed from the bay, will be preserved.

—A "tentative program" for "insurance week," April 18-25, Panama-Pacific fair, has been issued. One of the days will be devoted to accident prevention or "safety first" exhibits. Another day is for insurance fraternal societies. Friday has been named "fire insurance" day. Saturday will be "fire prevention" day.

Sanborn Maps Wanted

One or two used copies each of Volumes 1 and 2 of Sanborn Map of Portland, Oregon. Address replies to Coast Review office.

—Union labor opposes a physical examination as required by employers.

—The Carthaginians effected insurances, made loans on bottomry, and issued leather bank notes.

—The Surety Association of America has lost the U. S. F. & G. Will it cut rates? Will a fish swim?

—Marine Loss.—Steam schooner Hanalei, long plying along the California coast, went on the rocks in the fog nine miles north of San Francisco this week. Of the 63 passengers and crew, 5 of the latter and 19 of the former were lost.

—When you come to California next year, to see the fair, bring your overcoat and your marriage license—the former to protect you from the cool San Francisco air and the other to protect you from the coolness of the hotel-keeper in fear of the new red-light abatement act, if your lady is with you.

—General Agent Johnston of the North America and Alliance has returned from a flying visit to the cities of the Northwest. Business as usual up there, at least as far as his companies are concerned. While there he appointed Walter Bliss as special agent. Bliss will visit San Francisco next week.

—The Metropolitan Life has in force over 14,500,000 policies. Of these, over 14,250,000 are non-participating. By the mutualization plan, the savings and the surplus will belong to the policyholders. This company has the largest outstanding insurance in the world. About one-third is ordinary and two-thirds industrial.

—Surety.—President Joyce favors us with two strong articles, on "Beware of the Rebaters" and "Honesty in Business." Neither is applicable to this Coast; otherwise we should be glad to copy. There is no law against rebating and of course there are no rebaters. We all are honest out here, because it is not necessary to be otherwise.

Fire Insurance in Court

Ins. Co. of London and Edinburgh, 91 A. 162.

Partnership—Inventory

As regards the provision of a fire policy voiding it in the event of any change in interest, title, or possession of the subject-matter of insurance, insured having taken in two partners, put one in possession, and received part of the price, it is immaterial that he retained a lien on the goods for balance of price, and after the fire paid back the money to his partners.

An invoice of goods bought during three months, some time before issuance of a fire policy, does not satisfy a provision of the policy that it shall become void, if a complete, itemized inventory be not taken within a certain time, unless one has been taken within a certain time prior to the policy.—*Mechanics' & Traders' Ins. Co. v. Davis*, 167 S. W. 175.

Company's Debt

That a rejected applicant for insurance who had given the agent his note for the first premium allowed the agent to apply to another company for insurance did not cancel the first company's debt for the money received by its agent.—167 S. W. 266.

A negro who applied for insurance in an Indiana corporation and gave his note for the first premium to the agent was not charged with notice that the company's constitution and by-laws provided only for the insurance of white people.—*Id.*

Measure of Loss by Fire

Where insurer refused to replace machinery destroyed by fire with another plant, which was then cheap, or to furnish the money to buy it, it could not insist that the loss by the fire should be measured by the value of the plant it refused to buy.—*Gulf Compress Co. v. Insurance Co. of Pennsylvania*, 167 S. W. 859.

Insured, in a fire policy covering a machine obtained at a sacrifice sale for \$11,500 and insured at \$15,000, held entitled to recover on the basis of the actual cash value

of the property at the time of the loss, in view of the failure of insurer to procure another machine equally good for \$15,000. *Id.*

Within 100 Feet

A policy on grain and seeds contained in defendant's elevator and in cars on side tracks within 100 feet of it did not cover cars not within 100 feet of the elevator, though standing on a track which ran through the elevator.

Subrogation

Under policy providing that in case of a claim against a railroad for loss the insured, upon payment by the insurer, should assign any rights of recovery over, held, that the insured, who obtained a judgment against the railroad for the full amount of the loss and acknowledged a release to it, making it impossible to perform his agreement to assign to the insurer, thereby discharged the insurer.

Under the terms of policy requiring the insured, on payment of loss, to assign all rights to insurer, held that the insurer, on payment of loss, was subrogated to all rights of recovery by the insured against a railroad for loss.—*J. Sidney Smith & Son v. Phoenix Ins. Co. of Hartford, Conn.*, 168 S. W. 831.

"Keep Books"

Where in policy provides that the insured should take inventories and keep books, and keep such inventories and books in a fireproof safe at night, the word "keep" means in the first provision, to make book entries, and, in the second to care for and preserve the books and inventories.

Failure of the insured to preserve and produce books in compliance with the provisions of the policy will defeat recovery.

Fireproof Safe

That the insurer's agent examined the stock when the policy was written, and might have discovered that the insured did not keep a fireproof safe, was not a waiver of insured's obligation to comply with the fireproof safe clause of the policy.—*Hammond v. Niagara Fire Ins. Co.*, 142 P. 936.

FIRE INSURANCE

Automobile Fire Policy

A provision of an automobile fire policy that the machine should not be used to carry passengers for compensation held only to prohibit the use of the machine continuously for carrying passengers as a business. *Commercial Union Assur. Co., v. Hill*, 167 S. W. 1095.

Fraudulent Acts of Local Agent

Where a policy provided that it should become void in case of any fraud or false swearing as to the subject of the insurance either before or after loss, the acts of the agents of the insured in presenting fraudulent vouchers to the insurer on demand were imputable to the insured.

Standard Policy and Written Words

Where a policy is in the standard form approved by governmental authority, the maxim that the words of a writing are more strongly considered against the one offering it has no special application. — *Mick v. Royal Exch. Assur.*, 91 A. 102.

Reformation of Policy

Complainants were not entitled to reformation of an insurance policy so as to make it payable to them as executors, where there was no mutual mistake and no fraud by the insurance company. — *Decker v. Scottish Union & Nat. Ins. Co.*, 91 A. 94.

Return Commission by Agent. — The supreme court of North Carolina recently ruled, in a suit by a bankrupt company for return commissions on policies canceled by the bankruptcy, that the commission paid to an agent for writing a policy is paid as compensation for his work in securing the business and running the agency for the company; the default of the company cannot entitle it to recover from the agent any part of his commission, for that would entitle the company to profit by its own wrong or default. It would appear that the court held that in the case of company

bankruptcy the commission was earned by the agent because the cancellation was automatic and not voluntary. It is not probable that this ruling can have any effect on the customary liability of agent for unearned commissions on business voluntarily canceled.

Actuarial Bureau Committee

The National Board has created an actuarial bureau which will begin operations on January 1. This bureau will classify risks up to about 100, and will gather statistics of company experiences as to losses and premiums and amounts covered under each classification.

War Tax to be Paid by Fire Policyholders

At a recent special meeting of the National Board of Fire Underwriters it was agreed that to saddle on the insurance companies the so-called "war tax" or deficiency of revenue tax would be very unfair. This tax may this year equal half or all the fire underwriting profit. For this reason, the companies being already heavily taxed on their premiums and otherwise, it was further agreed that this special tax should be passed on to the policyholders.

Fire Mortality. — Whitlings says that in 1870 there were 167 joint stock fire companies reporting to state departments. Of those valorous guarantors, only 29 survive the fiery battles of 44 years.

The bi-ennial examination of the St. Paul F. & M. by the Minnesota insurance department brings this official report: "The company is in excellent financial condition. It has made quite remarkable progress. Its affairs are being efficiently and economically managed." Including special deposits, the surplus is about \$6,325 more than claimed by the company. The Coast representatives are Christensen & Goodwin.

El Paso key rate is now 18 cents.

San Francisco 1906 Conflagration Losses

California Companies

	<i>Conflagration Losses Paid</i>	<i>San Francisco Prems. in 1905</i>	<i>Policyholders' Surplus 1906</i>
California	\$ 1,868,405	\$22,585	\$ 384,110
Fireman's Fund	6,160,735	77,608	3,070,520
Home F. & M.	2,384,827	31,103	800,083
	<u>\$10,413,967</u>	<u>\$131,296</u>	<u>\$4,254,713</u>

Other American Companies

Ætna	\$ 3,448,769	44,789	10,862,984
Agricultural	877,527	16,343	1,357,261
Allegheny	1,500	50	
Alliance, Philadelphia	1,032,785	15,801	957,768
American, Boston	669,923	12,348	389,608
American, Newark, N. J.	1,145,621	18,962	3,030,459
American Fire, Phila.	900,000	27,559	753,890
American Central	1,281,563	19,881	2,431,518
Armenia, Pittsburg	2,500	50	
Assur. Co. of America, N. Y.	400,750	6,000	623,504
Atlanta - Birmingham	300,000	6,289	293,948
Austin Fire	192,356	4,337	373,788
Boston Fire	24,260	600	3,061,124
Brewers Exch., Kansas City	18,257	500	
British-American, N. Y.	158,461	3,013	318,726
Buffalo German	271,295	6,000	1,834,627
Caledonian-American, N. Y.	128,679	8,836	291,772
Calumet	500,000	13,824	451,130
Camden Fire	358,770	10,000	916,347
Cent. Mfrs. Mut., Van Wert, O.	2,500	75	
Citizens	231,813	17,588	390,220
Colonial Fire, Wash., D. C.	100,000	3,000	233,733
Colonial, N. Y.	19,148	500	330,254
Columbia, Jersey City	7,273	200	409,365
Commercial, Houston, Tex.	23,086	500	
Commercial Union, N. Y.	139,429	4,110	330,124
Commonwealth, N. Y.	13,160	300	1,004,977
Concordia Fire	195,237	6,345	434,000
Conestoga, Lancaster, Pa.	8,700	200	
Connecticut Fire	2,378,429	34,197	2,693,972
Continental, N. Y.	1,749,924	33,936	9,424,225
Delaware Fire, Dover	16,773	500	
Delaware, Philadelphia	475,176	12,551	903,746
Des Moines, Des Moines, Ia.	1,829	50	
Dutchess	300,000	14,167	375,519
Eagle Fire, N. Y.	500,000	11,968	676,072
Eastern Fire, Atlantic City	69,767	2,000	321,380
Empire City, N. Y.	30,000	2,000	288,345
Equitable F. & M.	264,750	5,817	638,591
Eureka F. & M., Cincinnati	12,500	300	
Factors Fire, Memphis	2,312	600	
Farmers & Merch., Lincoln	1,000	30	
Federal, Jersey City	700,000	23,000	1,356,685
Federal, Lloyds, Chicago	14,537	500	
Fire Association	1,835,930	28,778	2,013,102

San Francisco 1906 Conflagration Losses

	Conflagration Losses Paid	San Francisco Prem. in 1905	Policyholders' Surplus 1906
Firemen & Mechanics, Ind	\$ 3,500	\$ 90	\$
Franklin Fire	1,100,000	20,919	1,396,672
German Fire, Peoria	765,898	14,752	326,44
German, Freeport	2,500,000	52,802	2,152,60
German National, Chicago	300,000	15,706	354,348
German Alliance, N. Y	256,537	7,384	1,029,131
German-American, N. Y	2,297,830	44,589	7,942,674
German-Amer., Pittsburg	8,149	200	. . . . .
Germania Fire, N. Y	2,050,331	46,552	3,889,660
Girard F. & M	925,941	13,747	997,863
Glens Falls	997,330	15,483	2,794,064
Globe & Rutgers	1,096,000	16,028	1,658,529
Great Lakes F. & M., Chicago	2,000	60	. . . . .
Hamilton Fire, N. Y	2,445	60	154,327
Hanover Fire	1,250,000	23,167	1,925,515
Hartford Fire	†7,011,636	†145,788	6,374,820
Home, N. Y	2,194,951	39,779	11,720,501
Home Ins. B. & T. Galveston	6,000	170	. . . . .
Houston F. & M., Houston	4,312	120	. . . . .
Ice Mfrs. Exch., Kansas City	18,658	500	. . . . .
Indemnity Exch., Chicago	50,000	2,000	. . . . .
Indemnity Fire, N. Y	142,431	4,781	294,785
India Mutual, Boston	1,015	30	. . . . .
Indianapolis Fire	50,000	1,700	298,632
Individual Underwrs., N. Y	200,000	6,000	. . . . .
Individual Fire Und., Mo	25,000	600	. . . . .
Ins. Co. of North America	3,310,819	48,938	6,487,236
Ins. Co. of the State of Pa	8,067	250	284,170
Jefferson Fire, Pa	21,431	600	371,237
Johnstown Mutual Fire, Pa	20,000	550	. . . . .
Louisville, Louisville, Ky	7,000	200	. . . . .
Madison, Madison, Ind	5,000	150	. . . . .
Mechs. & Traders, New Or	9,850	270	437,752
Mercantile F. & M	751,500	13,020	468,281
Metropolitan, Chicago	850	16	221,375
Michigan F. & M. Detroit	387,389	7,935	682,687
Mich. Millers Mut., Lansing	5,847	150	. . . . .
Milwaukee Fire	150,000	5,000	355,284
Milwaukee Mechanics	1,200,000	34,269	1,557,209
Monongahela, Pittsburg	8,992	250	. . . . .
Nassau Fire	140,000	7,391	448,857
National Fire, Hartford	2,000,000	30,201	3,180,980
National F. & M., Elizabeth	22,658	600	. . . . .
National Mut. Fire, Omaha	2,375	60	. . . . .
Nat'l Mut. Church, Chicago	2,500	65	. . . . .
Nat'l Union Fire, Pittsburg	1,110,596	20,936	1,048,940
Nebraska Underwr., Omaha	641	15	. . . . .
New Brunswick Fire, N. J	120,000	5,000	244,522
New Hampshire Fire	450,402	8,928	2,237,647
New York Fire	140,000	6,903	261,682
New York Ins. Assn	1,842	50	. . . . .
New York Boston Lds., N. Y	1,000	25	. . . . .
†New York Underwriters	4,134,717	73,552	6,374,820
Niagara Fire	2,177,483	33,126	2,310,411
North British & Merc., N. Y	11,250	300	696,026

†Including N. Y. Underwriters

†Including \$1,061,290 treaty

	Conflagration Losses Paid	San Francisco Premiums in 1905	Policyholders' Surplus 1906
North German, N. Y	\$250,000	\$ 11,627	\$ 290 155
North River, N. Y	200,000	9,030	790,895
Northern, N. Y	2,467	75	450,991
Northwestern F. & M., Gr. Fks . . .	100,000	500	
Northwestern Nat., Milwaukee . . .	590,618	11,039	1,823,309
Orient	786,020	14,373	1,297,529
Pacific Fire, N. Y	55,076	1,500	368,791
Pelican	468,147	7,253	319,802
Pennsylvania Fire	3,033,567	55,189	3,392,687
Peter Cooper Fire, N. Y	52,503	1,500	231,903
Phenix, Brooklyn	3,451,941	61,844	3,236,779
Phoenix, Hartford	1,801,250	28,049	4,380,939
Providence-Washington	794,589	15,756	1,185,218
Prudential, Tazwell, Va	750	20	
Queen, N. Y	1,679,829	24,054	3,722,650
Queen City Fire, S. D	327,900	1,992	308,540
Republic Mutual Fire, Pa	15,000	400	
Rochester German	500,000	10,701	689,659
Seaboard F. & M	25,545	700	
Seattle F. & M	13,567	400	250,005
Security, New Haven	417,194	6,151	242,440
Security, Cincinnati	22,353	550	861,004
Security Fire, Baltimore	200,000	7,817	
Shawnee, Topeka	1,800	50	
Southern, New Orleans	2,500	60	
Springfield, F. & M	1,632,273	26,160	3,966,029
Spring Garden, Pa	200,000	9,519	690,489
St. Paul F. & M	1,240,787	18,705	1,815,875
State, Des Moines	45,000	1,200	
State, Omaha	2,750	70	248,628
Stuyvesant, N. Y	147,020	4,000	651,863
Teutonia, New Orleans	310,651	5,315	386,624
Tidewater, Cambridge, Md	1,250	30	
Traders, Chicago	2,500,000	58,096	1,844,722
Travelers Fire, Pine Bluff, Ar	4,230	100	
Union, Philadelphia	150,000	8,729	356,679
United Firemen's, Phila	307,075	11,045	524,566
United States Fire, N. Y	151,071	4,000	310,320
Victoria, N. Y	46,410	1,200	269,773
Virginia State, Richmond	5,608	150	326,237
Washington Fire, Seattle	160,000	2,700	309,444
Westchester Fire	952,243	17,573	1,978,127
Williamsburg City Fire	950,923	18,036	1,742,093
Wilmington Fire, Del	5,250	120	
Total American	\$90,152,869	\$1,705,273	

Foreign Companies

			United States Surplus
Aachen & Munich Fire	2,994,341	49,421	628,454
Aachen Reinsurance	800,000	20,000	
Alliance, London	2,183,834	43,749	581,932
Atlas, London	2,756,314	39,792	801,635
Atlas-Manchester	366,086	5,639	
Austrian Elementar, Vienna	1,750	50	

San Francisco 1906 Conflagration Losses

	Conflagration Losses Paid	San Francisco Prams. in 1905	Policyholders' U. S. Surplus 1906
Austrian Phoenix, Vienna	\$ 800,000	\$ 30,558	\$
Balkan National, Sofia	7,650	150	. . . . .
Berlin, Berlin	20,000	500	. . . . .
British America, Toronto	1,000,300	13,333	496,402
British Dominions, London	6,000	150	. . . . .
Bulgaria, Rustschuk	8,025	200	. . . . .
Caledonian, Edinburgh	2,477,478	47,325	667,260
Central, London	50,000	1,400	. . . . .
Cologne Reinsurance, Cologne	750,000	15,000	458,960
Col. M. & F., Batavia, Java	6,000	200	. . . . .
Commercial Union, London	2,610,704	49,002	*9,934,676
Compens'n Guar. Fund, Lon	2,000	50	. . . . .
Confiance, Paris	2,000	50	. . . . .
Consolidated, London	2,500	55	. . . . .
Dacia-Romania General, Bucharest	16,000	500	. . . . .
Donau Austrian, Vienna	70,000	2,000	. . . . .
Dutch Und., Amsterdam	29,875	900	. . . . .
El Dia, Spain	15,000	400	. . . . .
Equity Fire, Toronto	6,875	200	. . . . .
Europa Reinsurance, Berlin	2,751	70	. . . . .
Excess, London	50,000	1,400	. . . . .
Fidelitas, Brussels	1,000	25	. . . . .
First Bohemian Reinsur	650,000	18,000	. . . . .
First Hungarian, Budapesth	25,000	600	. . . . .
First Russian, St. Petersburg	20,000	500	. . . . .
Fonciere, Paris	750	20	. . . . .
Fonciere Pesth, Budapesth	22,500	500	. . . . .
Gladbacher, M. Gladbach	26,175	600	. . . . .
Hamburg-Bremen Fire	1,612,201	56,180	504,268
Ind. Cash Mutual, Toronto	1,350	25	. . . . .
International Reins., Vienna	22,500	500	. . . . .
Law, Union & Crown, Lon	2,347,285	28,030	576,036
Liv. & Lon. & Gl., Liverpool	4,376,392	56,878	5,262,279
Lloyds, London	2,700,000	70,000	. . . . .
London Assurance, London	5,667,052	87,719	857,681
London & Lancashire Fire	3,000,000	68,550	1,149,732
London Mutual, Toronto	10,250	200	. . . . .
Manchester	275,877	. . . . .	. . . . .
Mannheim, Mannheim	25,450	600	. . . . .
Metropole, Paris	4,689	120	. . . . .
Missisquoi & Rouville Mutual, Canada	1,000	20	. . . . .
Montmagny Mut., Quebec	5,832	1,250	. . . . .
Moscow, Moscow	276,735	4,000	658,858
Munich Reinsur., Munich	2,249,973	38,000	1,289,220
Mutual Guarantee, London	5,000	100	. . . . .
Nadeshda, St. Petersburg	21,287	500	. . . . .
National, Paris	3,500	80	510,249
Nat'l Union, Bedford, Eng.	2,500	50	. . . . .
National, Bucharest	10,000	200	. . . . .
New Zealand, Auckland	1,749,049	29,299	231,456
North British & Merc'tl, Lon	3,264,101	44,569	2,939,531
Northern, Moscow	10,000	200	. . . . .
Northern Assur., London	3,822,798	53,690	1,365,347

*Home office surplus

	Conflagration Losses Paid	San Francisco Prams. in 1905	Policyholders' U. S. Surplus 1906
North German, Hamburg	\$ 1,500,000	\$ 58,946	\$ 237,500
Norwich Union, Norwich	1,614,735	30,395	891,797
Nye Danske, Copenhagen	90,000	2,000	.
Palatine, London	1,758,563	34,209	*1,216,474
Pacific Coast Fire, Vancouver	908	20	.
Pannonia, Budapesth	15,000	250	.
Paternelle, Paris	6,689	125	.
Phoenix Assurance, London	4,157,872	53,830	1,295,270
Polar, Bilbao	3,500	60	.
Providentia Gen'rl, Vienna	120,000	2,500	.
Prussian National, Stettin	782,866	17,934	486,016
Rhine & Moselle, Strasburg	1,350,000	59,649	.
Riunione Adriatica, Trieste	25,000	500	.
Rossia, St. Petersburg	1,571,408	27,000	733,244
Royal, Liverpool	5,136,096	83,601	2,852,125
Royal Exchange, London	2,984,030	56,529	1 178,256
Russian of 1867, St. Petersburg	20,000	500	.
Russian Transport, St. Petersburg	20,800	500	.
Salamandra, St. Petersburg	321,459	8,000	.
Salamandre, Havre	4,387	85	.
Scottish Union & National	1,450,000	21,916	3,338,057
Second Russian, St. Petersburg	10,637	200	.
Securitas Reins., Vienna	120,000	2,000	.
Skandia, Stockholm	400,000	12,000	442,734
Silesian, Breslau	20,000	450	.
Soleil, Paris	3,000	40	.
South German F. I. Bank, Munich	450,000	17,000	.
South German Rein., Munich	29,452	600	.
Standard, Amsterdam	3,500	50	.
State Fire, Liverpool	1,043,611	15,491	900,405
Sun, London	3,000,000	40,019	873,275
Svea, Gothenburg	1,247,566	25,955	371,342
Traders, Toronto	2,500	50	.
Transatlantic, Hamburg	1,500,000	73,947	351,106
Union, London	2,500,000	42,302	870,314
Union Marine, Liverpool	7,221	150	.
Union, Paris	4,469	90	617,452
Universo Marine, Milan	500	10	.
Urbaine, Paris	3,469	75	.
Vienna Reins., Vienna	260,000	9,000	.
Wellington Mut. Guelph, Can	3,341	50	.
Warsaw, Warsaw	10,000	150	.
Western, Toronto	1,700,000	17,458	782,945
York Mutual Fire, Toronto	900	20	.
Total Foreign	\$ 84,220,550	\$1,595,116	
Total Grand	\$174,373,419	\$3,300,389	

*Home office surplus

ITEMS.—The Girard has withdrawn from the New England Ins. Exchange, because of its failure to increase rates on unprofitable frame dwellings and mercantiles. The secretary writes: "The charge of only 5 cents additional rate on a frame, shingle-roof dwelling over that having a non-combustible roof is, in view of the recent dwelling house conflagrations, both illogical and absurd."—Night-riders in the southern states are threatening to burn barns and cotton of planters who sell cotton at less than 10 cts a pound or cotton-seed at less than \$16 a ton.

Board of Fire Underwriters Election

The semi-annual meeting of the Board of Fire Underwriters of the Pacific was held on November 6, and six members of the executive committee were elected to succeed the retiring six members. The new members are W. H. Breeding, W. O. Wayman, F. M. Avery, E. T. Niebling, J. Frank D. Curtis, and Geo. H. Lermitt. They succeed Dixwell Hewitt, A. M. Brown, McC. Kelly, A. C. Olds, J. L. Fuller, E. G. Halle. Other members of the executive committee, elected last May, Rolla V. Watt, and Wm. Macdonald, both ex-officio, A. W. Thornton, R. P. Fabj, C. C. Kinney, Geo. H. Tyson, W. S. Berdan.

The annual meeting of the Board is held on the first Friday after the first Monday in May. The semi-annual meeting is held on the first Friday after the first Monday in November.

New Insurance Hand-Book

Insurance Hand - Book of the State of Illinois. A complete compilation of all information regarding underwriting interests in Illinois; directory of all authorized companies and agents and fire protection. Price \$3.00. Published by the Rough Notes Co., Indianapolis, Ind. The directory of Chicago and all Cook county towns is specially indexed. We note such towns as Bible Grove, Big Rock, Flanagan, Chillicothe, Modesto, Oraville, and Sublette.

New Insurance Directory

Insurance Directory of New York and New Jersey. By A. G. Hall, 56 and 58 Pine St., New York. Contains staffs, names and addresses of companies, agents and branch managers, also county and local underwriters' organizations, with names of officers and committees. Price \$2.00. Good print and reliable information.

The defunct American Union Fire of Philadelphia, a rocket company, left \$411,699 unpaid losses and \$1,026,682 claims for unearned premiums. Liabilities were \$300,000 more than assets. Poor stockholders!

Col. Benson Will Take His Ease

Col. R. Dale Benson, a veteran of the Civil War, will retire from business. He has tendered his resignation of the presidency of the Pennsylvania Fire Ins. Co., after thirty-three years in its service as vice president and president.

Col. Benson has visited this Coast, where he met many of its leading underwriters and other citizens.

He has very successfully guided the affairs of the Pennsylvania Fire as president for the past twenty-four years. Born in 1841, he served his country throughout the Civil War, and was mustered out as a brevet major of volunteers. Returning home he engaged in mercantile life. In 1881 he became vice president and in 1890 president of the Pennsylvania Fire.

North British & Mercantile Insurance Co.

Among British fire offices the North British & Mercantile leads in paid-up capital, in surplus to policyholders, and in total assets which include life department funds. It occupies a high rank also in gross fire assets and net premiums, the former being \$36,049,121, and the latter, \$12,629,680, a gain of \$430,000.

The net surplus of this 105 years old British company is \$12,294,473, the paid up capital is \$12,187,500, making the surplus as regards policyholders, \$27,481,973. The total income last year was \$13,730,822, and the total outgo was \$13,455,468. The loss ratio was 54.8 percent.

The North British & Mercantile had \$124,905,270 gross assets at the beginning of this its 104th year. In addition its two English companies, taken over some time ago, have \$7,630,280 assets. The grand total of assets is therefore \$132,535,550. The paid up capital, ordinary and 4 percent preference shares, amounts to \$12,087,500, the former \$3,437,500 and the latter \$8,750,000. The authorized capital is \$30,000,000, of which half is 4 percent preferred.

In the Pacific West, which is in charge of W. S. Berdan, deputy assistant manager, the North British wrote \$851,628 premiums last year, a gain of \$119,244, with a loss ratio of 42 incurred. G. M. Ward is resident secretary at 234 Pine st., San Francisco.

MUTUAL FIRE SOCIETY, ETC.

The fire society or association or corporation organized and operating on the mutual plan should prepare and publish an annual (or oftener) statement of resources and business corresponding as nearly as possible to that required of stock fire companies. Any mutual society which does not do so, even if the law does not require it, should be regarded with strong suspicion as to the honesty and efficiency of its management.

First in importance is the amount of cash assets, and second, the amount of known liabilities. The balance is then the sum available for the immediate payment of fire losses. Four important items should also appear, to-wit: the amount produced as premiums, by advance collections and or by assessments; the amount of fire losses paid; the total of expenses; and the total of unpaid claims. Add losses paid and unpaid and expenses and compare the total with the total premiums or assessments collected. This comparison, sworn to, discloses the underwriting experience for the year or less time, and is a basis for estimating the management and the value of the insurance promised.

The cash assets of the mutual measure the ability to meet an emergency, such as two considerable losses in quick succession, or excessive losses which end in uncollectible premiums or assessments and a receivership.

Whoever accepts the indemnity of a fire mutual must accept the possibility of losses which can be met only by the collection of assessments, unless there is a large available cash surplus, sufficient to meet all extraordinary losses.

Contingent assets, usually an assumed collection by an assessment on the members of a mutual, cannot be seriously regarded as a resource, since a single loss will absorb the collection proceeds.

Where premiums are collected in advance, about half of the collections should be treated as unearned and therefore a liability. Any statement made by a mutual collecting premiums in advance should include this liability. It is essential to a determination of the actual surplus funds, on which the payment of extraordinary fire losses depends.

The mutual's statement, to be useful and convincing, must contain these items: cash assets, and the liabilities, which are the total of unpaid losses, unpaid bills of all kinds, unearned premiums or assessments collected in advance, and reinsurance premiums due other mutuals. We assume that where premiums or assessments are collected in advance the expenses are paid out of same.

The war-caused decline in demand for cotton, though temporary, is seriously affecting all kinds of business in the Southern states. Will it further increase the fire hazard?

ONE THING AND ANOTHER

The stride of the running ostrich is twenty-one feet. This beats the hustling broker racing for a new building risk.

And still the wonder grows how the sign painter or the artist great so little knows how to spell or punctuate.

Two young insurance men on Sansome street jointly bought a 25c lottery ticket. To make insurance doubly sure, they bought the ticket of a colored man in the dark of the moon. It won \$2,500. Another young man on the Ninth floor bought also a 25c lottery ticket when the sun crossed the line, and he also won \$2,500. These insurance men must have a friend at court. Another insurance man has been investing his savings in lottery tickets for twenty-seven years and he has won only \$7.50.

I certainly compliment the pictorial Pacific Mutual News on its fine foto-engravings of California's capital 1915 fairs. They have positively persuaded me to alternately attend the two extraordinary expositions celebrating sensationally the great, glorious canal completion by our serene Uncle Sam.

Christopher Colon was one of the great men of the world who never heard his "own" name, "Columbus." Only one city is named after him. We all owe him a debt of gratitude today, for by discovering Cat Island, in "the Indies," he saved us from conscription in the present European war. "Colonia," named after Discoverer Colon, would have been a very appropriate name for the Western Hemisphere. Christopher's ideas of the size of the round earth were very crude, for after sailing 3,000 miles he believed to the day of his death that he had discovered an unknown part of the East Inside.

War is the greatest sport in the world—but it is not business.

"Insurance Against Loss of Love" is the heading of an advertisement.

The "watching and waiting" policy writes no policies for the insurance agent.

Philosophers tell us we can never know the truth. Then why not accept any comfortable error of belief?

Insurance against Zeppelin bombs—damage, injury and death—is reported from London.

It is worth noting, the demonstrable fact that insurance companies retiring from business in the past five years — and this year—are those which did not and do not advertise in the insurance journals.

San Francisco is advertising for bids for \$100,000 worth of gasoline motor fire apparatus.

The "quail" season is always "closed" for the successful insurance solicitor. He never "quails."

Enterprise.—Between Madrid and Lisbon a sleeping car runs three times a week.

Nothing is worth doing that is'nt worth doing well.

A timid man is always a sick man, or at least not a well man.

In Chicago 36 percent of the vehicles on its streets are gasoline power drawn.

Do not be familiar with your inferior. He will misunderstand your familiarity, and is as likely to take offense as to be pleased.

Palatine is pronounced pal-a-tin.

If you will be a lobster don't be a pawk.

Birds do not flap their wings.

War is right only when men fight for the known right.

Men are as different and as remote as the stars.

But You Oughto

In California now 'tis a deal of distinction to own no automobile.

* * *

Blow-Out

The left front tire blew out, the auto-car swerved and went over the embankment, and took Robert Harry with it. The car was badly damaged, and Robert is in a Fresno sanitarium with a fractured lower jaw. Moral: trust in Providence and keep your accident policy in force.

* * *

Incendiary

Ellsworth Beeson, convicted of defrauding an insurance company by being an accessory after the incendiary fire, began his six-year sentence at Folsom, Cal., prison, November 12. He still has his "nerve" with him and hopes for an early release.

* * *

Slump In Life Business

The ordinary forms of life insurance are now written on this Coast, and in the whole country too, as we are assured, in far less monthly totals than last year. Extraordinary business conditions, due to various causes, have caused loss of employment and a decline in transactions of many kinds. It seems probable that life insurance totals this year and perhaps next will show relatively a decline in new premiums.

* * *

Very Many Dwelling Fires

There is an "epidemic" of house fires on this Coast: Usually this class of risks is considered the most desirable but at present the number of dwelling fires is extraordinary. There appears to be no special reason for the recent increase in such fires generally nor for the extraordinary number of dwelling fires in Los Angeles.

* * *

Expense Ratios

The average retail business expense is said to range from 15 to 30 percent of the receipts. Life insurance expense is 15, fire insurance 40, and miscellaneous insurance 50 percent.

* * *

San Francisco.—Taxes this year are about 9.5 percent more than a year ago. City and

county tax is \$2.25; state tax for the fair is .039; there is otherwise no state tax, fees and taxes on corporations paying state expenses; total tax rate, 2.289. The increase of nearly 10 percent is a city increase, following increased assessments in some sections.

* * *

San Francisco's High Pressure System

The fire commission has notified the board of supervisors that San Francisco's salt water high pressure auxiliary system has no salt water in its pipes and that the system should be kept solely for fire protection and not also for flushing streets and sewers. The city pays Spring Valley \$1,000 a month to keep high-pressure mains filled with fresh water for fire protection.

* * *

Harold Parish Williams, who has begun his professional career as a concert singer, in San Francisco, is a son of T. H. Williams, assistant manager under Geo. O. Hoadley, manager of the Coast department of the American Ins. Co. of Newark. The Examiner says: "Mr. Williams has a good voice, sincerity and clear enunciation. He literally sang his way into the hearts of the audience." Papa "Tommy" Williams is a proud and chesty man now.

* * *

Geo. Crux, adjuster, tells of taking the S. P. "De Luxe" train to save time but not money. He tried to write letters with the train type-writer but found the ribbon dry. Writing his letters with a fountain-pen, he tipped the porter to see that they were mailed back to San Francisco. Two weeks later they were still undelivered. The "fast" train was delayed and arrived only ten minutes ahead of the train with a \$5 less fare.

* * *

The owner who does not repair his sidewalk has no faith in the future of his property.

* * *

Wisconsin Election. — Constitutional amendments for state insurance were defeated by a large majority. This is a good sign of returning common sense.

LOOKING BACK WARD

Life

In 1869 Bernhard Gattel, general agent for the Coast at 333 Montgomery street, advertised the Germania Life as a mutual with a guarantee capital of \$200,000 and \$2,500,000 cash assets. Hugo Wesendonck was president, Fred Schwendler was vice president and Cornelius Doremus was secretary. The company's home office was at 90 Broadway, New York.

Miller & Garland, at 430 Montgomery st., San Francisco, advertised the Equitable as issuing policies from \$250 to \$25,000, and writing in 1864 over \$47,000,000 new business. "Its policies average the largest," and "this is an advantage, and is evidence that this society is most patronized by the capitalists."

The following items appeared in the Coast Review of October, 1873: L. B. Edwards has accepted the position of superintendent of agencies of the Pacific Mutual Life. F. L. Jackson is working for the Union Mutual. Mr. Johnston is fortunate. James R. Garniss has been appointed general agent for the National Life, U. S. A. J. A. Melcher of the Northwestern Life has found the original of the Woman in White in his rambles in Oregon. Mr. R. Griffin is now working for the Pacific Mutual Life, and is sending so much good business that even the imperturbable Schreiber rubs his hands in glee and lights a fresh cigar. The Eclectic Life has failed, as expected. Its agent, George Claussenius, has accepted the agency of the Penn Mutual, now coming to the Coast for the first time. Warren Heaton, special agent of the Pacific Mutual, has organized the Southern Savings & Trust Co. at Bakersfield. The Alliance Mutual Life organized at Leavenworth, Kan. The Baltimore Underwriter published this:

"Here lies an actuary of reputation
Adept unmatched at calculation
Whose algebraical equation
Has brought to grief an association."

In 1869 H. S. Homans, general agent at 204 Montgomery street, San Francisco, was

advertising the Mutual Life as paying all profits to policyholders, and as issuing policies "in gold or currency." Of \$4,711,-359 dividends to policyholders paid by 23 life companies in 1867, the Mutual paid \$2,236,874.

Dividends paid to stockholders in 1867 were as follows:

Aetna	\$18,138
Charter Oak	12,000
Germania	14,000
Brooklyn	15,000
Knickerbocker	16,310
Guardian	8,750
Security	12,424
Great Western	7,450
Globe	7,455
United States	7,066
Washington	10,261
Home	15,760

Dividends paid policyholders that year were:

Aetna Life	None
Charter Oak	\$ 35,000
Connecticut Mutual	570,442
Brooklyn	7,625
Continental Life	None
Mutual Benefit	527,310
Equitable	452,465
New York Life	158,286
Mutual Life	2,236,874
New England	422,460
Manhattan	152,819
Widows & Orphans	75,441
North America	38,143
Germania	None
Guardian	49
Knickerbocker	8,625
Security	None
Globe	None
World	None
United States	6,759
Washington	3,988
Home	15,073
Great Western	None

Fire

Manager R. H. Magill advertised the Phoenix of Hartford as having par \$100

stock selling at \$198, \$600,000 capital and \$1,318,587 assets. This company now has something like \$15,000,000 assets and \$3,000,000 capital. The Home of New York was advertised as having \$2,000,000 capital and \$3,623,896 assets. It now has \$6,000,000 capital and over \$33,000,000 assets. The advertisement also mentioned the annual dividends to stockholders as 16.93 percent. The "branch office" for the Pacific States was at 424 California st., San Francisco, where J. D. Hawks & Co. were city agents.

In 1869 R. B. Swain & Co. at 224 California street were general agents for the Manhattan Ins. Co. of New York, incorporated in 1821, and for the Phenix of Brooklyn, which advertised, "Risks upon every description of property against loss by fire, taken at as low rates as is compatible with security and safety."

June 30, 1911, the Western Empire Ins. Co. of "Spokane, U. S. A.," issued a financial statement, showing \$211,150 capital, \$130,733 general surplus, \$56,928 reinsurance reserve, and \$406,312 assets. Thadeus S. Lane was president, Edw. J. Dahmo was vice president and general manager, F. P. Greene was treasurer, W. L. Niehorster was secretary and underwriter. The company advertised a "more conservative policy of underwriting," and "we are making application to enter six additional states."

This Was About 3 Years Ago

Fall to Tune of \$50,000 for Fake Insurance Shares; Promoters Disappear

From S. F. Examiner

Bakersfield, Cal., July 11.—No less than fifty of Bakersfield's best known business men, who know how to drive a good bargain any day in the week, fell to the tune of \$50,000 for stock in an alleged Sacramento holding company gotten up to promote the

Western National Fire Insurance Company

Not only were local people stung, but divers well-known people of the Sacramento and San Joaquin valleys paid dearly for stock in the same fake concern.

S. P. Quarles and Major Noble

were the names given here by two promot-

ers of the insurance company. They explained quite fully to business men that the purchase of the insurance company's stock, selling for 50 cents, was letting them in on the ground floor.

However, the promoters had this stipulation, that of the first \$500,000 stock sold they were to receive

a 40 percent commission

of \$200,000. They are reported to have sold a quarter of a million in stock, deducted their commission and disappeared. Bakersfield stockholders sent an attorney to Sacramento to investigate the holding company, and learned to their sorrow that they were victims, with only worthless paper to show for their money.

Twenty Years Ago

Newspapers began setting type on lineof-type machinery. The first type-casting-setting machine, single letter, was Hoe's, which was on exhibition at the Centennial Exhibition in 1876.

LIFE

The Pacific States Life Ins. Co. slipped into notoriety. This new company had a woman's department, in charge of Mrs. M. L. Harrison. She engaged in the business because other companies charged women \$5 more a thousand than they charged men. "because of the supposed unreliability of woman to tell her correct age." But Mrs. Harrison persuaded the "directors" of the new Pacific States Life to lead the way with no discrimination against women. The papers said that Mrs. H. succeeded in writing much business because she was "lovely as a piece of Dresden china, had great limpid eyes, quantities of tendrily light hair and a voice like an angel."

The Fraternal Alliance of San Francisco reinsured in the Home Benefit Life of San Francisco which reinsured in the Mutual Benefit Life of New York, which reinsured in the National Life of Hartford. All these assessment societies are now dead.

The Commercial Alliance of New York, a natural premium company, was pronounced insolvent.

LOOKING BACKWARD

FIRE

Okell, Donnell & Co., were appointed city agents for the American of New York, the British America and the Western of Toronto.

The Stockton Mail referred to the Pacific Insurance Union as "arrogant oppressors," who imposed a "galling yoke" on property owners.

The Firemen's of Baltimore again entered California and made Caesar Bertheau general agent.

A camping party of insurance men were accused of setting fire to a forest near Boulder, Ida., by neglecting to extinguish the live coals.

One Montanya, a collector for the Palatine, went away with \$220 of the company's money, and returned without a cent. The Grand Jury indicted him.

Great forest fires in Minnesota and Wisconsin. Many lumber towns were burned. Trains were obliged to rush through the flames. Men and women passengers went mad and leaped from the windows. A swamp was reached just in time. The people ran and threw themselves headlong into the water, and wading out chin deep, saw their train of cars and engine turn to ashes and scrap iron.

The Coast Review was busy writing up the Mutual Fire of New York.

Portland had a fire on Sept. 23, which destroyed the dock of the Pacific Elevator Co., and 60 cars loaded with wheat, a river steamboat and an entire train loaded with an electric plant. The steamboat was set on fire by a burning barge blown across the river.

The Coast Review was writing up the Broadway of New York.

There was general complaint of rebating in Portland.

The only insurance journal that criticised the practices and the annual statement of Equity Fire was the Coast Review. The Equity is a dead one.

A Centenarian

Just about twenty-one years ago a very old man entered our office and in a very strong voice offered some books for sale. As they were "popular" books his offer was declined, with the recommendation that he return and bring valuable books. This old man was "Capt." Ezekiel Dodge, who died the other day, in San Francisco, truly a centenarian but not 118 years old as claimed.

* * *

At the time of this call of the aged bookseller he said he was 92 years old, which if true would make him 113 years old when he died. We should say that the cheerful prevaricator was 82 years old. He said he had recently been at work in the Baldwin hotel as elevator "boy" and was the "pet" of the ladies, but some of the timid guests, who felt safe in that big wooden fire-trap hotel, complained because so old a man was in charge of the passenger elevator.

* * *

The old vegetarian was cheerful and talkative as a boy. "You doubt if I am 92," said Dodge; "look at my eyes sidewise, and you will see they are perfectly flat;" and they were. "Now," he continued, "look at the hair on the back of my hand; it is jet black; ten years ago it was gray. I expect to live many years yet, because I eat no meat and always look on the bright side of life." He lived twenty-one years longer and died in the old folks home. Dodge was born in what is now Maine. "It is really true," he told us, "and I saw it when a very little boy—that on Monday mornings the barrels of cider were whipt because they worked on Sunday." This, of course, is a mere caricature of some old blue law, and the old man was "stringing" us innocents.

Twelve Years Ago. — The Fidelity & Casualty, as far back as 1902, recommended to the New York senate judiciary committee the enactment of a workmen's compensation act. This was two years before a Massachusetts legislative committee recommended the passage of such an act.

Do women like life insurance? Widows do.—Phelps.

Defunct Pacific Coast Co-operatives

Burst Assessment Bubbles—More Failures Imminent—Average Longevity, Two Years

From The Coast Review of Twenty Years Ago

American Mutual Endowment Ass'n, Oakland; 1890.

American Eagle Ass'n, San Francisco; 1891—see Eagle.

Ancient Order of Samaria, organized 1894, San Francisco.

Atlas Endow. Ass'n, of America, Los Angeles.

Bankers Alliance, Los Angeles. Reinsured.

Bankers & Merchants Mutual Life Ass'n of the United States, San Francisco; 1891; indorsed by leading business men; Alex. Badlam, president.

Bankers Mutual Relief Ass'n, San Francisco; 1890; organized by A. L. Reed.

Bankers Mutual Relief Ass'n, Portland; 1889; organized by A. L. Reed.

Bankers Endowment League, San Francisco.

Bankers Mutual, Pueblo; transferred to Kansas Mutual, 1891; organized 1890.

California Endowment Ass'n, San Francisco.

California Life & Endowment Ass'n, San Francisco; 1886; indorsed by leading business men.

California Mutual Benefit Society, San Francisco.

California Mutual Indemnity, San Francisco; J. B. Vance; 1891.

California Endowment Union, San Francisco; 1891; C. D. Coon, Secretary.

California Maturity Ins. & Accident Ass'n, San Francisco.

Columbus Mutual Benefit Society, San Francisco; 1891.

Eagle Insurance Society, San Francisco.

Educational Endowment Ass'n, Portland; 1890.

Equitable Insurance Company, Oakland; 1890.

Equity Benefit Association, San Francisco; 1890.

Eureka Endowment Association, San Francisco; 1892.

Equitable Fraternal Co-operative Union, Ogden.

Farmers & Mechanics Indemnity Ass'n, Fresno; 1889.

Fraternal Guild, San Francisco; 1890.

French Mutual Ass'n, Sacramento.

Fidelity Endowment Ass'n, San Francisco; 1891.

Fidelity Mutual Aid Ass'n, San Francisco. Reinsured.

Fraternal Life Ass'n, 1892.

Fraternal Argonaut, San Francisco; Wm. A. Davies.

Golden Gate Endowment Ass'n, San Francisco; 1889.

Golden Gate Tontine Saving Society, San Francisco; 1890.

Guaranty Endowment Benevolent Ass'n, San Francisco; 1891.

Guarantee Ass'n, Los Angeles; 1890.

Guardian Mutual Endowment Ass'n, San Francisco; 1890.

Great Western Mutual Aid, Denver.

Great Western Mutual Accident, Denver.

Home Accident Ass'n, San Francisco; 1892.

Home Mutual Endowment Ass'n, San Francisco.

Home Mutual Aid Ass'n, San Francisco.

Home Benefit Life Ass'n, San Francisco; 1893.

"Absorbed" by a New York association, which did not assume its debts. The Home Benefit had about \$90,000 unpaid claims, to pay which the members were specially assessed.

Independent Order of Chosen Friends, San Francisco.

Legion of the West, San Francisco; 1892; E. D. Fusier, secretary.

Life & Annuity Ass'n, Oakland; see O's; 1893.

Mutual Endowment & Protective Ass'n, Santa Rosa; Overman, president.

Mutual Endowment Ass'n, Los Angeles.

Mutual Indemnity Co., by L. M. McKenney, 1894.

Mutual Accident Ass'n N. A., Seattle; 1891.

Mutual Relief Association, Petaluma, Cal.

Minors Mutual Endowment Ass'n, Livermore; 1885.

National Endowment Ass'n, San Francisco; 1890.

National Relief Ass'n, San Francisco; 1890.

National Benefit Ass'n, Seattle; 1891.

Occidental Self-Endowment Ass'n, San Francisco; 1889; Overman, president.

Order of Mutual Companions, Petaluma; 1885.

Order of United Endowment Associates, San Francisco; 1882.

Odd Fellows Mutual Aid Ass'n, San Francisco.

Oakland Endowment Ass'n; 1893; latterly called the Life & Annuity Ass'n.

Order of the Golden Shore, San Francisco; 1893.

Pacific Coast Branch of the Mutual Self-Endowment and Benevolent Ass'n of Texas, San Francisco.

Pacific Mutual Endowment Ass'n, Oakland; 1888.

Pacific Coast Provident Ass'n, Sacramento; 1885.

Pacific Mutual Aid Society, Los Angeles; 1888.

People's Life and Accident Ass'n, Petaluma.

Phoenix Fiduciary Endowment Ass'n, San Francisco; 1890.

Pacific Endowment League, San Francisco; 1892; Severance & Leudres.

Pacific Mutual Aid Ass'n, San Francisco; 1891.

Pacific Laborers Protective Ass'n, San Francisco.

Pacific Mutual Benefit, Eureka, Cal.

Rocky Mountain Insurance & Savings Institution,
Denver; 1889.

Royal Argosy, San Francisco; 1891.

Safety Fund Ass'n, San Francisco; 1883.

Safety Endowment Union, San Francisco; 1890.

Salt Lake Accident; Duke V. Diamond; 1891.

Self-Endowment Life Security, San Francisco;
1890.

Southern California Mutual Aid Ass'n, Los Angeles.

Southern California Mutual Benevolent Ass'n, Los Angeles.

Southern Pacific Endowment & Loan Ass'n, San Francisco; 1890.

Star of the West Endowment Ass'n, San Francisco; 1890.

Tontine Society, Oakland; failed about 1886.

Union Endowment Ass'n, San Francisco; 1889.

Universal Benevolent Ass'n, San Francisco; 1884;
indorsed by leading business men.

United Endowment League, San Francisco.

United Friends of the Pacific, San Francisco.

United Order of Honor, San Francisco.

United Endowment Associates (enumerated among
O's above).

United States Mutual Benefit Ass'n, San Francisco.

Washington Mutual Relief Ass'n, Spokane.

Washington State Mutual Accident, Seattle; 1889.

Washington Benefit Ass'n, Seattle; 1889.

West Coast Insurance Ass'n, Merced, 1890.

Western Mutual Benefit, S. F.; W. H. Riddell,
formerly of Occidental, secretary; 1891.

Youth's Mutual Endowment Ass'n, S. F.

Agent's Authority

An agent with authority to solicit insurance and receive payment of the premium has no apparent authority to accept the cancellation of his own indebtedness for such premium, and where the creditor has knowledge of the agency he cannot avail himself of payment made in that way.—*Briggs v. Collins*, 167 S. W. 1114.

Acknowledged With Thanks

New York 55th Annual Report of the Superintendent of Insurance, 1914.

We are in receipt of a very attractive booklet showing scenes around the home offices of the Austin, Commonwealth, and International Fire Insurance Companies at Highland Park, Dallas, Texas, photos of the offices and views of the principal rooms.

Social Insurance

Fifteen years ago it was self-evident to the thinking liability insurance men in this country, that workmen's compensation insurance was bound to become an established institution. Unfortunately, such men constituted a very small minority of those engaged in the business of liability insurance. The others closed their eyes, and declined to see that social betterment must come in this country just as it had in Europe. Instead of conducting an educational campaign for the enlightenment of the employers and employees, the liability insurance managers as a rule permitted the matter to drift along to take what course it might. When workmen's compensation insurance did come with an overwhelming impetus, neither the employers nor the liability insurance men were able to direct its course.

Today, how many liability insurance managers have even thought of the other branches of social insurance? How many liability insurance company managers have considered for a moment the effect on workmen's compensation insurance when state after state takes up the great question of introducing sickness insurance, unemployment insurance, invalidity and old-age pensions?

Instead of leading in the matter of studying social insurance, the liability insurance managers are drifting along as they did fifteen years ago in relation to workmen's compensation insurance. — *Fidelity & Casualty Monthly Bulletin*.

Of Course

The insurance commissioners of this country will accept quoted values of securities as of June 30, in the annual statement of December 31, 1914.

But what if the stock exchanges open before the latter date? And quotations are all way down?

Marine. — Shipping in San Francisco harbor paid to California for dockage and other fees in 1913 \$1,422,887. Pilotage fees by incoming and outgoing ships amount to about \$190,000 a year.

LIFE INSURANCE

Home Life's October Business

Murray month, in honor the Home Life's genial agency superintendent, G. W. Murray, piled up new business to the amount of \$1,586,800, a half million more than in September. This was a testimonial of personal esteem for the likeable Murray.

Disappointed With His Life Policy

In our Legal Digest this month are the particulars of *Tourtellotte v. New York Life*, previously appearing in brief form. The court decision is a warning not to trust statements and examples accompanying the policy but not a part thereof.

One of the options "based on results realized on tontine policies maturing" that year was a cash value of \$8,160, another was a continuance of the \$10,000 policy and \$4,553 in cash. At the end of the twenty years the insured was informed by the New York Life Ins. Co. (not the Mutual Life Ins. Co. of New York) that the total cash value was only \$5,889 and not the \$8,160 he had been led to expect.

The insured wrote a hot letter to the company and then sued for the amount "promised" in the estimates. The lower court ruled for him but the supreme court ruled for the company.

Estimates based on past performances are no guarantee of future payments, even if they are folded within the policy.

Life Insurance and Credit

The Hon. A. Barton Hepburn, chairman of the board of directors of the Chase National Bank of New York, is among those who will speak at the eighth annual meeting of the Association of Life Insurance Presidents, to be held in New York on December 10th and 11th. He will discuss the relation of life insurance to the credit fabric of the business world, this subject coming under the central theme for this year's meeting, namely: "The Common Interests of Life Insurance, Education and Business." Mr. Hepburn is one of the

foremost bankers of this country and has long been known as a deep student of financial affairs. His more recent public activities have included the presidencies of the Chamber of Commerce of the State of New York, the New York Clearing House Association and the National Currency Association.

At the December meeting of the Association of Life Insurance Presidents the chairman will be President Clark of the Union Central.

Loans on Demand

The Pacific Mutual Life Insurance Company makes policyholders' loans on demand.

Loans May Be Deferred

The Northwestern Mutual Life Insurance Company's policy contains a clause which provides that loans on policies may be deferred not to exceed 90 days.

The Wisconsin department issues a report of the first year's work of the state life insurance department. The total funds are \$11,394. The 311 policyholders paid \$11,029 premiums. The tables show a saving in net payments of over \$3 as compared with the next lowest participating company, and over \$10 as compared with the highest. It is asserted that "the regular companies spend an average of about \$40 in agents' commissions on each \$1,000 policy, which the state life fund saves to its policyholders." This is ideal but impractical. Life insurance cannot be written without agents, and the Wisconsin state life insurance department proves it."

The net cost of a \$1,000 20-year endowment in the Wisconsin state life fund for first year was \$39.32. In Northwestern Mutual, \$42.66; in New York Life, \$49.33. At age 25. Cash or loan value, \$34.45 in state fund and nothing in the companies. At age 45 the net cost of \$1,000 ordinary life first year was \$27.99 in state life fund, \$31.13 in Northwestern Mutual, and \$39.55 in New

York Life. Cash or loan value in state fund, \$19.61, and nothing in the companies. The state life fund credits the full first year's reserve at the end of first year. No company doing business in Wisconsin credits the reserve, or any part of the same, at the end of first year.

Are You Looking for Prospects

Where can you find a good ordinary prospect? Did it ever occur to you to ask your butcher, your baker, your grocer, your shoemaker, your milkman and other tradespeople with whom you do business every day? How about the tailor who just made you that suit of clothes—is he insured? These are all bona-fide prospects; but no, you'll walk a mile or two to make a call on Mr. Jones, who lives out in the suburbs, and after wasting perhaps an hour or more in getting there, you find that he has just gone out.

Is your landlord or the people living in the same house with you insured? Don't suppose you ever asked. It frequently happens that some live-wire agent will insure the people who live in the same house with you while you are traveling, perhaps miles, looking for business. Why not stick closer to home? Go through your immediate vicinity with a fine-tooth comb and work from there. The man who travels with you on the trolley or train mornings, going to business—did you ever find out whether he is insured? The man in the cage at the bank where you manage to deposit a little spare cash once in a while—how about him?

It's quite a common thing these days to visit a dentist to have your teeth filled; did you ever try to get square with him by getting back some of your hard-earned cash through the sale of an insurance policy? Everybody needs insurance. Those that you deal with ought to deal with you—one good turn deserves another.

Aside from all these, you have your collection book—a veritable gold-mine for ordinary business.

Don't forget to keep in touch with those you have already insured, as it frequently happens when they are forgotten that other

agents from other companies walk in and place a policy—very often for two or three times the amount that you wrote him for.

The live, aggressive and persevering agent has so many prospects that all he lacks is sufficient time to see them, as they seem to crop up from innumerable sources through acquiring the "habit" of writing "lots" of business of this character.—Prudential Record.

Ide on Recent Strife

President Ide of the Home Life Ins. Co. of New York, in a letter to his agents, refers to the excessive agitation of recent years in this country—agitation political and otherwise "which has engendered and fomented between different classes and different localities bitter jealousies. For political and other reasons then, or frequently as a result of envious strife for supremacy, these jealousies have been encouraged until the broad progress and normal development of our nation have been imperiled. At present we must, for our own safety, all stand together, and everyone is beginning to realize this fact."

The Wisconsin state life fund presents comparisons with other companies at end of first policy year. Its premiums are the lowest and it alone grants cash or loan value at the end of first year. Both participating and non-participating cost is least in the state life fund. But the latter does little business.

Only four life insurance companies pay what is known as a post-mortem dividend in case the insured dies in the first year. The Mutual Life is one of the four. Recently a policyholder at the end of the first year lapsed. The dividend of \$3.51 remained as \$10 paid-up insurance and was paid to the beneficiary six years later.

Kansas Election.—The governor-elect is said to be friendly to anti-insurance legislation. State life bills may be passed by the new legislature.

The Equitable Life Should Be Mutualized

The promise of mutualization having been given the policyholders of the Equitable Life Assurance Society, a long time ago, it is high time that measures were taken to fulfill this pledge. The trustees who represent both the policyholders and the stockholders are in honor bound to mutualize the society and meantime to make public the preliminary steps which, of course, they have already taken.

Under existing circumstances, with a tremendous sum paid for the controlling \$51,000 of capital stock, and with unfulfilled pledges to mutualize the society, the Equitable Life is undoubtedly suffering in competition with other life insurance companies. It is believed that it will drop to fifth or sixth place in rank as to volume of outstanding business, and will be in as bad a position as if there had never been any "house-cleaning" nor any purchase of the Hyde control.

There can be, of course, no objection to the Equitable because it has only \$100,000 capital nor because it has any capital, however large. But there is valid objection to the company as long as it carries the burden of \$2,000,000 paid for \$51,000 of the \$100,000 capital stock, and is paid only \$3,570 annual interest for the \$2,000,000 paid.

The trustees in charge of the affairs of the Equitable, and the men who own the controlling shares of the small capital stock, costing \$2,000,000, are good men. Nobody will dispute that. But then, also, the men who were in control of the New York & New Haven railway were good men. And the sad mess they made of the affairs of that great combination of corporations is best known to the sorrowing stockholders.

We do not doubt that the payment of \$2,000,000 for the \$51,000 controlling interest in the Equitable Life, "to save it," and the \$2,000,000 paid to the benevolent purchaser by one equally benevolent, will be recognized by the state and by the courts, finally, as justified by the extraordinary conditions which confronted and unfavorably affected the company under the previous controlling ownership.

In other words, the present control will be reimbursed for the extraordinary expenditure which certainly hushed all scandal and assured the Equitable its place in the confidence of its policyholders and of the public generally. Will the present owners be satisfied with a mere reimbursement? That remains to be seen.

Life Luncheon to Visitors

A very pleasant luncheon was tendered, November 13th, to two prominent Los Angeles life underwriters by the local life managers and home office officials of the local life companies. The two guests of honor were John Newton Russell, Jr., first vice president, and F. E. McMullen, ex-president, of the National Association of Life Underwriters, respectively. Altogether, twenty-eight leading men connected with life insurance were present.

W. L. Hathaway, commissioner of the Panama-Pacific International Exposition for the World's Insurance Congress Events, acted as toastmaster, and after extending thanks to Messrs. Russell and McMullen for the cordial support they gave the San Francisco delegates to the National convention, which resulted in securing this important convention for San Francisco, next year, called on the following for short addresses: John Newton Russell, Jr., E. H. Lestock Gregory, John Landers, F. E. McMullen, and F. A. Wickett.

Meeting In December

A suggestion was made that a joint conference of all the insurance men in the state be held at some city between Los Angeles and San Francisco in December, and committees will soon be appointed to make arrangements to hold such a meeting.

Such a conference was held in Los Angeles last July, and over four hundred insurance men from all over southern California attended. As one of the results of this conference Governor Johnson appointed J. E. Phelps, a practical insurance man, as insurance commissioner of the state.

A Spectator folder gives 70.59 as the percentage of expenses to legal margins, for 26 life companies on participating business.

LIFE, CASUALTY, ETC.

New York State Compensation Fund Decides Rate Reduction of Nearly 12 Percent and Dividend of 15 Percent

Under heading "Whom the Gods Would Destroy" the Surveyor of New York says: The state insurance fund, managed by the workmen's compensation commission of this state, has reached the astonishing conclusion that after January 1 next it can accept compensation risks at premium rates twenty percent less than those now approved by the insurance department for other insurance carriers in this state; and at the same time declare a dividend of 15 percent on the premiums of the six months' policies that will expire on December 31, 1914.

That is to say that the fund managers have decided upon a further rate reduction of some $11\frac{2}{3}$ percent, which in addition to the $8\frac{1}{3}$ percent advantage they now have, will make a difference of 20 percent as compared with the officially approved rates of the other carriers with whom they are competing.

This action has positively amazed underwriters who foresee a development of claim experience apparently not anticipated by the state fund managers.

The Preferred Accident issues to "preferred" risks only for \$27.40 a full coverage accident policy, with \$50 weekly indemnity, \$2,000 principal sum, with usual double indemnity clause and all other "frills."

It requires more self-denial to do your duty without insurance than with it.—James T. Phelps.

The California state compensation fund begins presumptuously, not to say foolishly, with a promise of from 5 to 25 percent return of premium. No experienced liability manager would assume that the loss or claim experience of a few months is a fair base for a promise of dividends. These state job fellows will never fail to do and promise the immediate thing which will surely make votes.

Metropolitan Life Is to be Mutualized

The great Metropolitan Life Ins. Co. of New York is to become a mutual, under the control of its policyholders, after December 28. The stockholders will receive \$75 a share, the par value of which is \$25. Some \$4,000,000 will be taken out of the net surplus to take up the stock. The stockholders will ratify the mutualization on December 4.

Burglary Insurance in Court

Where a claim upon a burglary policy was adjusted, and a release in full payment was executed, the settlement, in the absence of fraud, could not be reopened and the insurer held liable for other losses omitted by mistake, unless it was unavoidable; but, where insured did not discover the other losses until more than a month later, there was a lack of diligence defeating a further claim under the policy.—167 S. W. 1171.

Liability Insurance in Court

Where insured gave due notice of a claim for damages under a policy, and defendant assumed it, but subsequently refused to continue the defense, whereupon a default judgment was rendered against plaintiff which was paid, such judgment was by a "court of last resort," within a provision of the policy that defendant should not be liable except for a loss actually sustained in the payment of such a judgment. — Tighe v. Maryland Casualty Co., 106 N. E. 135.

E. H. Hart of the Penn Mutual was defeated as a candidate for Congress from a California district. Better luck next time.

Utah. — Workmen's compensation act, providing for a state industrial accident fund is proposed.

"First Aid in the Home," by Maj. Charles Lynch, med. corps U. S. A., is distributed by the Metropolitan Life. Deals with prevention of sickness and accident. Illustrated, practical, instructive and serviceable.

FIRE INSURANCE

Edward E. Potter & Sons

One of the widely known names in Coast Fire underwriting is that of Edward E. Potter. He is one of the pioneers. The back files of the old Coast Review, far back, near the beginning, contain mention of the activities of Mr. Potter in underwriting in San Francisco. He was a member of the old firm of Jacobs, Potter & Easton, and later was a sole general agent. A part of the time he was a member of Union and Board and a part of the time outside the general board while co-operating with local boards. As a non-board man General Agent Potter has always been conservative and safe. No one knows better the necessity of collecting adequate rates.

Mr. Potter some years ago took his sons into partnership, and the firm name is Edward E. Potter & Sons. The companies represented are the Glens Falls, Security, and Girard F. & M.—long established companies of good reputation and strong surplus funds. Business is also written for the New Haven Underwriters. The yearly loss ratio is low, and the business transacted is large. The low loss ratio of 34 for five years is the more creditable to the agency because its percentage of San Francisco premiums, 10, is about 5 points less than the average for all companies.

American Companies Are Among the World Leaders

31 Companies With 5 Million or More Assets

The principal American fire insurance companies long since took high rank among the world's companies—and this, too, without doing business in Europe.

Here are the resources of leading American companies, in round numbers:

Home	\$ 33,500,000
Continental	28,000,000
Hartford	27,000,000
Ætna	23,000,000
German-American	22,000,000
Ins. Co. North America .	18,500,000
National	16,000,000

Fidelity-Phenix	15,500,000
Phoenix	15,000,000
Springfield	11,500,000
American, N. J.	10,500,000
Fireman's Fund	10,200,000
Queen of America	10,200,000
St. Paul F. & M.	10,000,000
Fire Association	9,500,000
Pennsylvania	8,500,000
Globe & Rutgers	8,500,000
Germania	7,500,000
Niagara	7,200,000
Connecticut	7,000,000
Northwestern National . .	7,000,000
Firemen's	6,900,000
New Hampshire	6,500,000
Boston	6,500,000
Glens Falls	5,700,000
American Central	5,500,000
Westchester	5,500,000
Providence-Washington . .	5,000,000
Williamsburg City	5,000,000
Hanover	5,000,000
National Union	5,000,000

In addition to the foregoing with \$5,000,000 or more assets, there are several American companies which have more than \$4,000,000.

Gasoline Not Benzine

Virtually all printers now use gasoline for cleaning type and ink-distributors. It is cheaper than benzine which was formerly used.

Given Up Mutual Insurance

The big Smith Lumber Co., at Bay Point, Cal., has replaced its mutual insurance with stock insurance. It is understood that not all the claims against mutual companies for losses at the big fire some months ago have been paid to the lumber company. The risk has been improved.

"I recommend sirloin smothered with onions," said friend to friend, at Delmonter's fashionable restaurant. "The landlord's bill will take your breath away."

STATE FIRE INSURANCE

This is a disturbing specter which may some day materialize unless fire losses (if not expenses) are greatly reduced. Everyone in the business can help a little toward lowering the ratio of losses to insurance written. As it is the man that is insured, as much care should be used in the acceptance of the man as of the property.

OCCASIONAL BAD YEARS GOOD FOR THE BUSINESS

The present year appears to be one which will show a high fire loss ratio, with possibly a nominal or no underwriting profit. This is bad but not so bad as it seems. Fire underwriting is a peculiar business. First, because nobody knows, on delivery, what underwriting costs; secondly, because unusually favorable loss experiences demoralize the business, and reduce rates below the adequacy which creates surplus for conflagration losses. Occasional bad years are therefore necessary to stiffen rates and restrict within reasonable limits the departures from good practices which are necessary to just settlements and sure solvency. If there are no profits there will be no underwriting; if there are no good profits, there will be no surplus funds to meet inevitable conflagration losses; if there is no occasional bad year, there will be neither co-operation nor adequate rates.

PROMPT COLLECTIONS

Probably at no time have prompt collections of premiums been more important than in these days of closed stock exchanges and uncertain temporary values. The fire companies as a whole are making no money this year, and every dollar of premium is needed to pay current losses and expenses. Delays in collections mean encroachments on surplus funds, which are reserves for possible conflagrations. A big fire loss would be doubly a loss now, because to pay it many insurers would be compelled to sell securities at less than cost and less than real value—if indeed they could sell at all in any large needed amount. Agents should exert themselves to make immediate collections. An emergency exists. Fire losses are unusually numerous and large in total, and a winter conflagration is possible any day.

It is the interest of every man who makes his living by fire insurance! What? It is his interest to reduce the fire waste. Why? Because the fire waste so affects the cost of living that if too large it may end in drastic government regulation or insurance by the state. In some countries in Europe there is now state insurance of buildings. The good local agent will not encourage overinsurance and incendiarism.

Royal Insurance Company

Largest Fire Assets in the World

In round numbers the Royal Insurance Company has \$47,000,000 gross fire assets and \$17,400,000 net surplus. The paid-up capital is \$2,208,510, without including debenture stock. This brings the surplus to policyholders close up to \$20,000,000. In none of these totals are the figures of its subsidiary fire and marine companies. The Royal is now writing marine and automobile insurance also.

The gross assets of the Royal on January 1st were \$107,521,857. Including subsidiary companies, the total probably is some \$130,000,000.

The total Royal premiums in 1913, excluding the life department, were \$23,758,573, and the total income was \$25,335,675. Total expenditures were \$23,347,752. The reinsurance reserve is \$17,597,348. In five years the premium income has gained \$3,000,000, and the fire assets have gained \$7,135,000. The Royal has the largest fire premium income in the world.

On the Pacific Coast, under Manager Rolla V. Watt, the Royal averages over a million and a quarter premiums yearly, with a moderate loss ratio. Including the Queen's figures, the Royal leads in annual Coast premium income. The percentage of San Francisco premiums is a little above the average for all companies.

This office has a great field staff, numbering thirteen men of experience. In the office, in the Royal Insurance building, in San Francisco, Manager Watt is assisted by John T. Fogarty, the assistant manager who can't tell a story, and by Frederick B. Kellam, branch secretary. These assistants, and the clerical, field and agency staffs, are loyal allies who help the manager do a Rushin' business for the English Royal and the American Queen on this Coast, totaling about \$9,500,000 in five years. "Business as usual."

The fire insurance promoter will never disappear until the state does all the insuring. This is the only argument for state fire insurance. Just now the promoter is active at the big village of Cleveland, O.,

the home of suckers born every minute but not in Illinois. He is, as usual, presenting the names of bankers as officers and stockholders. This is one way to sell stock. The defunct Pacific Slopes Securities Co. sold stock to bankers that way. Will the promoter make any sacrifice to put practical underwriters in charge? Not any. Their names don't help to sell stock, whereas Brown the banker's name will. The Ohio Commonwealth Fire, superintended by politicians, we fear will join the Ohio German.

It Is To Laugh. — A local contemporary gravely states that the fire chief "at the time of the fire should have a correct understanding of weather probabilities." In other words, if old "Prob" says that morning that an east wind is due, the fire chief, to be entirely safe and scientific, should lay his hose, and longer hose, from that side, although the wind is blowing from the west at the time of the fire outbreak. "Old Prob becomes an efficient aid to the fireman who understands his business." This is wisdom gone to seed.

Why does the National Board say "assured" instead of "insured?" However, in a single decision, some courts use both words.

Colorado.—This state is now also noted for its "dry" humor. Fire underwriters will take notice. If the underwriters don't cancel, the saloon-keepers can sell out.

The Reciprocal Exchange of Kansas City is doing an illegal business on the Coast. A scheme that cheats a state will cheat a loss claimant.

Sometimes a majority is right. It defeated Gus Hartman for the California senate. H. is a notorious fire insurance baiter.

The Fireman's Fund's new building now has an outside finished look. Cornices, facades, pillars and terra cotta are complete. Interior work will be rushed.

Edward Brown & Sons

This is a very long established San Francisco general agency, which for years has been one of the largest premium-gatherers, with more than \$800,000 annual premiums, and a moderate loss ratio.

Of the 50 or more general agencies or departments in San Francisco, the Edward Brown & Sons general agency has for years held the 8th or 9th place. Of the total Coast premiums written in five years, over \$4,000,000, the percentage of San Francisco premiums is 13, which is about the general average.

The companies represented are the Svea, Agricultural, Globe & Rutgers, Hamilton, and the First National Fire (of D. C.). Business is also written for the Globe Underwriters Agency.

The territory covered by the Edward Brown & Sons general agency is the entire Pacific West except New Mexico, including Hawaii, British Columbia and Alaska.

New Portland Ordinance

An ordinance providing for notice to owners of dangerous buildings, and requiring same to be made safe, or removed, at expense of owner if necessary, and providing a penalty, was passed by the city council, Oct. 28. The Fire Underwriters Inspection Bureau of San Francisco helped to shape this ordinance and bring it before the council, as usual.

This is a good ordinance. Other Coast cities should adopt it.

Here is the gist of it:

If foundation, or heating apparatus, or age, or dilapidation, or decay, or damage by fire, makes a building dangerous, it must be made safe; but if such dangerous building is a frame in the fire limits and is so deteriorated by fire or age, that the cost of repairs exceeds 40 percent of the cost of a new building like it, such repairs must not be made, and such damaged building must be forthwith removed. If not removed within ten days after notice by the commissioner of public works, except pending an appeal, the owner (or managing director) shall be deemed guilty of maintaining a public nuisance.

Manager Avery's Territory

The extended Coast territory of Manager Frank M. Avery of the Fire Association and the Philadelphia Underwriters is now California, Arizona, Nevada, Utah, Washington, Oregon, Alaska, Hawaii, British Columbia and Alberta — ten states, territories and provinces.

Local Agent and Municipal Tax

Proof that a company's agent failed to pay a license tax prescribed by municipal ordinance held not to authorize his conviction, where it was undisputed that he was not an insurance company.—*Pennington v. City of Sparta*, 82 S. E. 826.

An agent cannot be convicted, even as an accessory, for failure of his principal, an insurance company, to pay a municipal license tax levied only on the company.—*Id.*

Badly Managed Promotion Company

The American Union's treaty contract with the Warsaw cost that defunct 15 percent more underwriting commission than the average company pays. The state department of Pennsylvania now reports that the purchase of three companies, bad from an underwriting point, was for the sole purpose of selling the capital stock of the American Union. Most of the twenty general agencies were planted because the agents agreed to subscribe for capital stock.

Foreign-born people in the United States are not affected in any legal or contractual right by the war in Europe. Every insurance claim against any foreign company is as enforceable today as ever.

Fire.—A seventh of the present assets of the defunct American Union is in the form of unearned commissions. The agents will resist the collection of these "unearned" commissions.

The National Board's assistant counsel, Willard Done, now has offices at 405-6 Insurance Exchange building, San Francisco.

INSURANCE OF ALL KINDS

Sale of Insurance Stock to a Spendthrift

Where an insurance company had sold to a spendthrift, since deceased, shares of its stock at par value, and there was no evidence as to value, except that deceased had sold it for different amounts, the insurance company's claim against the estate for such stock was properly allowed at the highest price received by deceased for any of it.—*Ford v. Southern Nat. Life Ins. Co.*, 169 S. W. 874.

Automobile Insurance in Court

A policy indemnifying an owner of an automobile for injuries to others, provided the automobile is not operated by a person under the age fixed by law, or under the age of 16 years, when construed in connection with Pub. Acts 1911, c 85, § 5, makes insurer liable where insured paid damages for the death of a person struck by his automobile while operated by his son, between the age of 16 and 17 years, not accompanied by a licensed operator.—*Brock v. Travelers' Ins. Co.*, 91 A. 279.

Life and Accident. — On page 503 we reprint a list of defunct Coast co-operatives, compiled and published by the Coast Review just twenty years ago. This list of once active, rampant assessment associations will be very interesting to our older readers, and should be scanned by the newer men as evidence of the keen competition which life and accident men encountered on this Coast in the hey-day of the assessment plan of individual and family protection. Today there are many fraternal and other assessment insurance associations but they generally are conducted on conservative if not entirely safe lines.

Industrial Accident Dividend.—Commissioner Weinstein of California's industrial accident fund defends the payment of an average 15 percent dividend to policyholders, on the ground of very low operating expenses. The state fund, however, has

had only one year's loss experience, which is not an average one. Would the commissioner defend such a dividend if made by a state department store fund?

Field Men's Notes

Walter E. Bliss, the successful state agent for the Milwaukee Mechanics at Portland, has resigned, to accept the position of special agent for the Insurance Co. of North America.

Manager Avery has appointed Frank S. Glover special agent for Oregon, with headquarters in Portland. Mr. Glover has been with the Dooley general agency for some time. Another good appointment for the Fire Association and Philadelphia Underwriters is C. R. Harold, at Seattle, with Washington, British Columbia and Alberta as his territory. Mr. Harold was formerly with the Calhoun, Denny & Ewing agency, and also did special agency work for the London.

The home office of the Prussian National has remitted \$300,000 to U. S. Manager Letton to strengthen the company's surplus in this country.

Idaho.—Commissioner Van Valkenburg will resign about January 1, in order that the election victor may name his opposite-party successor.

Nothing can be known; nothing can be learned; nothing can be certain; sense is limited; intellect is weak; life is short.—Anaxagoras. Therefore insure life and limb.

There are said to be only two perfectly managed railroad systems in the United States—to-wit: the Pennsylvania and the New York Central.

The man who does not pay past debts when he becomes fortunate is doubly dishonest.

Important Correction

The article entitled "Over the Counter" on page 295 of The Pelican No. 34 published last month is withdrawn. The amounts of insurance in force October 31, 1912, in the four Massachusetts savings banks are incorrectly stated. There was actually an increase in the amount of insurance in force October 31, 1913, compared with October 31, 1912, rather than a decrease. The figures were copied from a New York paper.

New Industrial Instalment Policy

The Prudential Insurance Company is again pioneering. It has recently announced a new industrial policy which is payable in weekly instalments instead of in one sum. It is the belief of the company that there is a widespread field of usefulness for an industrial policy providing for the payment of a certain amount each week in order to tide a household over a reasonable period, until the members have had a chance to readjust themselves to the changed conditions after the breadwinner is gone. By the terms of this new policy the beneficiary named in the policy receives the amount of insurance in regular weekly instalments for thirteen or twenty-six weeks, as the insured elects at the time of his application.

It is not intended that the new offering shall replace the regular industrial policy, payable in one sum, but that it shall be supplementary to it, thus making the protection of the family more complete than has hitherto been possible for industrial policyholders.

Four banks write "over the counter" life insurance, and each reports an increase on October 31, 1913, as compared with the same date in 1912. The total new premium income was \$36,195.

Life. — Both the Atlantic and Pacific Coasts, as well as Canada, will be represented by the life insurance men taking part in the program of the eighth annual meeting of the Association of Life Insurance Presidents, which is to be held in New York on December 10th and 11th. John B.

Lunger, vice-president of the Equitable Life Assurance Society, will speak on "Safety First in Life Insurance." Herbert C. Cox, president of the Canada Life Assurance Company of Toronto, Ont., will deliver an address on "The Increasing Need for Insurance of Women." Some legal aspects of life insurance will be dealt with by W. H. Davis, general counsel of the Pacific Mutual Life Insurance Company of Los Angeles, Cal. His title will be "In Re Prevention of Verdict Before Trial in Life Insurance Cases."

The National Life of Chicago will hereafter write only non-participating business.

Compensation.—California conditions are bad for this class of business and Manager A. W. Whitney's visit is not likely to better them. In ten months the state has collected a half million in premiums, with only 10 percent operating expenses. Losses have been light, covering 2,800 accidents. Policyholders are promised 15 percent dividends. Mine operators want the state to insure them, or say they will organize a liability mutual of their own.

P. P. Fair.—The Zone will have a bank. The U. S. Fisheries exhibit will make your mouth water. Japan and France will have exhibits. Cuba will show. A complete fire alarm system is now on exhibition. There are 102 fire alarm boxes, now installed, the "C" type, whereby nine boxes may be pulled simultaneously. Dr. Jordan will prove that the way for a nation to keep its "block" on is to have no war stock on hand. Some 3,700 men and women are employed, of whom 74 are firemen.

The New York fire brokers have expressed themselves as against the proposed shifting of the revenue-deficiency tax to the policyholder. They prefer increased rates.

The First National, represented by Edward Brown & Sons, has received a good "send off" by the official examiners. This company is now under a new management.

Stamp Tax

Instructions to agents throughout the country, in re stamp tax, are to this effect: Cost of stamps, which you must procure, will be collected from the insured. Stamps may be collected in \$100 lots at 1 percent discount. On outside of filing face show cost as "premium \$. . . , federal tax \$. . . , total \$" Item of cost must not be entered on daily report nor included in account with company or general agency. There are no refunds for any rebate in case of cancellation or not taken, yet every policy must be stamped when issued. Therefore, first be sure that insured will accept policy and pay both premium and stamp tax. Otherwise the agent will be out the cost of the stamp.

Panama Fair.—For the first time some insurance has been placed on the buildings. The Fair Company has been willing to put some insurance on the buildings, provided the brokers would give up their commissions. The Brokers Exchange having consented to the donation of the commissions, \$500,000 has been placed on the buildings. The companies generally do not care for this business, but probably another half million could be placed.

The National Board has a new short rate table. For the annual policy the rates are practically the same as those in use on this Coast, but are less on the "3 for 2" policies from 13 months and longer. East of the Rockies 2 year and 4 year policies are also written, and 3 year policies are written for $2\frac{1}{2}$ as well as 2 annual premiums.

Liability.—The California industrial accident commission found that a workman died from blood poisoning incurred while at work on a San Francisco bay barge. The commission awarded his widow \$5,000. The supreme court has been asked by an interested company (the Employers) to review this award on the ground that the testimony did not justify the finding that the dead man was accidentally injured in the course of his employment.

Dead

Edward Hall, of Portland, died on Monday, November 2, after a lingering illness, which was mentioned in the Coast Review some time ago. Mr. Hall was at one time secretary of the Oregon F. & M. and for a long time was connected with the Royal Exchange and made his headquarters in San Francisco. Otho Hall is a brother of the deceased.

Guaranty Insurance Defined

The term "guaranty insurance" is generic in its scope, and embraces those subsidiary species of insurance known as fidelity, commercial, and judicial insurance.—People v. Potts, 106 N. E. 524.

Compensation.—A. W. Whitney, general manager of the Workmen's Compensation Service Bureau at New York, has been visiting San Francisco to aid in competition with the state compensation fund. There may be a reduction in both rates and commission.

Montana. — Incomplete returns as we write indicate the defeat of the state compensation measure.

The Liverpool & London & Globe of New York has some \$1,160,000 assets, \$200,000 capital and \$750,000 surplus to policyholders.

Kansas. — Cut rates imposed by Supt. Barnes five years ago have been annulled by court. The companies have been losing money at the arbitrary rates.

California vessels of more than 50 tons burthen registered at any port in the state are by a new constitutional amendment exempt from taxation, except for state purposes, until Jan. 1, 1935. Foreign vessels may now register from the ports of California, instead of other states free from taxes. Ships will continue to pay federal, pilotage, dockage and other fees.

Wealthy Patrons of Life Insurance

Virtually every man of wealth in the United States has his life insured. Such insurance guarantees the immediate payment of money to beneficiaries and saves the estate from any embarrassment because of any lack of ready money.

Our Exchanges

Rough Notes excels in the publication of addresses of underwriters' meetings and in its legal digest. There are other good special features. This insurance weekly is published in Indianapolis at \$2 per year and is worth more.

France lacks only about 1,000 square miles of being of equal area to Germany. Texas is much larger than either. Alaska is nearly 200,000 square miles larger than France and Germany combined.

Live Stock.—The foot and mouth disease

in the East and Middle West has caused the loss of many valuable cattle. The live stock insurers are trying to avoid liability. The Chicago and other stock yards were closed and quarantined. The disease was introduced from Argentine.

Russian Incendiary Gets 20 Years

Tonopah, Nev.—The Nevada theater here was burned by an incendiary, October 29. Three I. W. W. were arrested. One of the men, Boris Thomasen, confessed to setting the fire. He is a Russian, from Stockton, Cal. He was sentenced to 20 years' imprisonment. H. E. McGuicken, an I. W. W. organizer, is also held. The police believe these men dynamited the Tonopah Bonanza office. The theater fire caused the burning of 16 homes.

Copper.—The declaration that copper is a contraband of war will cause a loss in the United States equal to a war tax of \$144,000,000, an expert says.

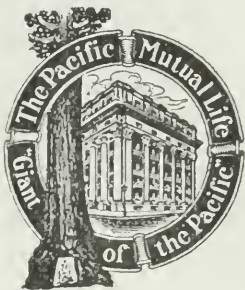
YOU CAN MAKE GOOD TIMES

for yourself if you will sell

LIFE AND ACCIDENT POLICIES

for the

PACIFIC MUTUAL LIFE INSURANCE COMPANY



Organized 1868

ADMITTED ASSETS OVER \$30,000,000

CAPITAL AND SURPLUS \$3,379,530

FOR CONTRACT, WRITE OR ENQUIRE AT

SHREVE BLDG, *San Francisco*,

or HOME OFFICE, *Los Angeles*

Queen

Insurance Company
Of America, N. Y.

NET ASSETS, (JAN. 1, 1914) . \$9,980,013.15

NET SURPLUS, " . 3,961,146.00

E. F. BEDDALL

President

N. S. BARTOW

Secretary

GEO. W. BURCHELL

Vice-President

Gross Assets ^{JAN. 1} 1914 \$107,521,857

Exclusively Fire Assets 46,783,587

Net Surplus - - 17,380,987

Losses Paid - - 260,831,312

Transacts Largest FIRE Insurance Business of any Company in the World

GEO. CHAPPELL, Manager

J. J. ATKINSON, Sub-Manager

LIVERPOOL, ENGLAND



DEPARTMENT OFFICES: Boston, New York, Chicago, Atlanta,
San Francisco, Montreal. ☛ Agencies in all principal Cities and Towns

ROLLA V. WATT, Pacific Coast Manager

JOHN T. FOGARTY, Assistant Manager

FREDERICK B. KELLAM, Branch Secretary

ROYAL INSURANCE BUILDING, SAN FRANCISCO

SPECIAL AGENTS: Frank M. Gilcrest, H. R. Burke, J. K. Urmston
J. B. Walden, D. L. Stewart, C. D. Gabrielson, E. P. Eldred,
J. H. Banks, F. J. Perry, J. T. O'Brien, R. S. Folger, Matt B.
Evans, C. A. Luhrs (automobile).

FIRE

Galveston, Tex., Nov. 17. — Sunset elevator and 800,000 bushels of wheat burned, with loss of \$1,500,000.

San Rafael, Cal., Nov. 20. — Ried Baking Co. plant burned. Origin peculiar.

Los Angeles, Nov. 20.—Old produce market at 9th and Los Angeles burned, with serious loss. Origin unknown.

Fire started in Kahn department store in Oakland at 8 p. m., Nov. 19, down in basement, where wrapping paper is stored. Fire out by sprinkler system.

Phoenix, Ar.—Three story corner brick, ten occupancies, including saloon, badly damaged by fire. Loss \$75,000.

Fresno, Nov. 19.—Fire by defective furnace damaged St. James pro-cathedral.

Ogden, Nov. 18.—Fire destroyed the fruit evaporating plant on the W. B. Wedell farm, north of here, tonight. Loss \$2,500 and no insurance.

W. S. Davis of J. B. F. Davis & Son, San Francisco, who recently returned from the East, says it is the general opinion in New York that in the great war victory will finally rest with the ———

It is said that L. P., San Francisco, dropped \$3,000 in bets on a defeated candidate for governor.

The proposed Universal Fire of Chicago begins with a big name at least.

Fire and Automobile Insurance •

American of Newark

Chartered in 1846

Capital Stock	- - -	\$1,000,000.00
Liabilities	- -	5,452,043.92
Special Reserve Fund	-	300,000.00
Net Surplus	- - -	3,252,859.29
Total Assets	- -	\$10,004,903.21

Pacific Branch Office, San Francisco, Cal.

GEORGE O. HOADLEY, Manager

Thos. H. Williams, Asst. Mgr.

LIFE

Jacob Frankel of Houston, Texas, was the first Pacific Mutual Life agent to qualify for that company's 1915 convention.

The Southland Life Insurance company of Dallas states that they will send a brigade of fifty men to San Francisco in 1915. The men will wear Southland badges, and they will talk Texas while away. Oh Tommy!

A. G. Fouse, comptroller, is retiring from the Fidelity Mutual, he having arrived at age 70. J. R. Sykes succeeds him. Samuel J. Steele has been elected treasurer. George H. Wilson has been appointed general attorney.

The California Mutual project has been abandoned by the Van Doozers.

The stockholders of the defunct Atlantic States Life, a promoters' sure thing, hope to recover some of the \$123,835 they paid in. The receiver is in no stew.

Good Day.—Manager Darby A. Day of the Chicago agency of the Mutual Life of New York has written over \$1,000,000 new business monthly for the past 25 months.

A young woman in San Francisco, a "contract wife," died suddenly and mysteriously, had her life insured some ten weeks before—for \$3,000 in the Pretorians and \$2,000 in the Merchants Life.

ACCIDENT

The American Institute of Steam Boiler Inspectors have selected Warren Hilleary, supervising inspector of the Royal Indemnity Company of San Francisco, to represent that body in

the "National Council" of the World's Insurance Congress.

At a meeting of insurance men of all lines held recently at the Commercial Club, Omaha, Nebraska, the representatives of the various insurance companies operating in Nebraska unanimously passed resolutions endorsing the work of the commission in charge of the World's Insurance Congress events.

The Interstate Com. Commission announces a decrease of 713 train accidents for the second quarter of 1914 as compared with same months last year. But nothing is said of the decreased mileage or number of trains.

GENERAL

There is Turkey in Europe but no Thanksgiving.

Rates on ships to South American waters have been advanced since the recent naval fight off Chili.

At San Francisco, Nov. 18, J. C. Wilson and B. A. Wilbrand, stock brokers, were arrested on a charge of embezzling \$40,000 or more. Among the complainants is Louis Rosenthal, marine ins. agt., who claims \$17,625 given the brokers last July.

U.S. Bonds.—During the 100 days of the war there has been a price variation of not to exceed a three-point average on all United States government bonds. At present prices the average is only about 17½ points lower than reigning prices on July 30. The 2s have advanced from 95 to 96½, 3s from 99 to 100½, 4s from 106½ to 108, and Panama 3s from 98 to 99. The several territorial issues fluctuated from 96 to 100.



Main Offices
56 Cedar Street

ORGANIZED
APRIL 13th, 1853

THE HOME Insurance Company NEW YORK

ELBRIDGE G. SNOW,
President

The completion of SIXTY YEARS finds THE HOME in the premier position among the Insurance Companies of the world not only in respect of FIRE ASSETS and SURPLUS to POLICY-HOLDERS—but with an unexcelled record for fair dealing in every emergency as well as in ordinary routine—with an unsurpassed equipment, and with the ability as well as the readiness to serve the public, its agents and brokers.

FIRE

R. W. Douglas, president of the Vancouver Island Fire Underwriters' Association, and representing that organization in the "National Council" of the World's Insurance Congress, was entertained at an informal luncheon when he was in San Francisco recently by some of the World's Insurance Congress committeemen.

A rather humorous illustration of the low mentality of criminals came to light a year or so ago in Indianapolis.

It seems that a local character of questionable habits — one of these fellows who wear good clothes and are never seen except in pool rooms, on park benches or at tables in the rear of wet groceries—was offered \$25 to set fire to a house.

After this job of arson was completed and the newspapers were announcing that "the police are working on a clue," the employer refused to come across with the \$25.

So the man who had set fire to the house actually went down to the chief of police, explained the case in detail and asked the chief to collect the money for him on the grounds that a man can be made by law to pay his debts.—Cottrell's.

Manager Fabj of the Liverpool & London & Globe says his visit East was very enjoyable.

General Agent C. A. Henry has returned from the East, where, he says, losses are lightening and underwriters' faces are shortening.

Fire Automobile Marine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$	14,750,000
Paid-Up Capital		1,475,000
Total Cash Assets, Gold		59,256,504
Total Liabilities, including re-insurance reserve		49,292,061
Cash Surplus to Policyholders		9,964,423
Total Amount of Claims Paid		186,673,461

Assets in United States Held by Trustees, \$7,441,934

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE

558 Sacramento St. San Francisco

E. T. NIEBLING, Manager

R. C. MEDCRAFT, Assistant Manager

FIRE

Another Incendinary Fire in Stockton

Stockton, Cal., Nov. 9.—The incendiary fire which late last night destroyed the barn of W. J. Hickox in this city and resulted in the loss of one human life, is still unexplained.

The dead man, whose name was not known here, was the negro night watchman who had been employed by Hickox to keep a sharp watch for firebugs, an attempt having been made several days ago to burn the building. At that time phosphorus was thrown into a pile of hay, but owing to prompt discovery no damage was done.

Hickox stated that he talked with his watchman late last night and cautioned him to redouble his vigilance. A few moments later the barn was wrapped in flames. The watchman was frightfully burned.

Bad State of Stockton

Attorney Warren H. Atherton, representing the Merchants, Manufacturers & Employers Association, appeared before the City Commissioners this morning and reported that an attempt had been made at an early hour Oct. 23 to burn the Manthey Bros. carpet cleaning works at 420 North California street. He also stated that an attempt had been made to burn the residence adjoining, formerly occupied by the family of Herman Manthey.

Atherton declared that, although Fire Chief M. D. Murphy was satisfied that the fire was of incendiary origin, no investigation had been made by the police.

The attorney for the M. M. & E. also stated that last night a bullet had been fired through a window at the home of Mrs. Polly Barton, a colored woman residing at 38 West Sonora street. Mrs. Barton keeps boarders and room-

ers and a number of them are non-union employes, Atherton declares that the unions had been maintaining pickets in front of the Barton place for some time.

Hay in California

A very large crop of hay was cut and cured in California last summer but, although the first good year in three, the price per ton has been low and unremunerative. The quotations are the same month after month, which may be cited as evidence of the existence of a hay trust in San Francisco. There have been many hay barn and warehouse fires but it is not asserted that these losses have been excessive. Quite a number of hay ranchers are cultivating only for volunteer crops in 1915 and will sow little or no seed.

Beeson Pleads Guilty to Another Fraud

Fresno, Cal., Oct. 8. — Ellsworth Beeson, a Sanger real estate dealer, recently pleaded guilty to a charge of being an accessory to the fact after the firing of the Ben Lomond hotel pleaded guilty in the superior court here today to obtaining money under false pretenses in collecting insurance on a barn that burned September 5, 1913. The information charges that Beeson collected \$787 more than he was entitled to.

C. R. Tuttle of the Continental, who has been visiting the Coast, has returned to Chicago.

Dillon, Mont., Nov. 17.—The Dillon Cash grocery, operated by S. H. Clinton, has been attached by the State bank.

Butte, Mont., Nov. 18.—Creamery cafe in hands of a receiver.

1792—FIRE INSURANCE

AUTOMOBILE INSURANCE—1914

Insurance Co. of North America

OF PHILADELPHIA

ASSETS, \$17,938,783.51

Alliance Insurance Company

OF PHILADELPHIA

ASSETS, \$ 2,288,274.81

PACIFIC COAST DEPARTMENT:

JAMES C. JOHNSTON, General Agent

J. K. HAMILTON, Asst. General Agent

Alaska Building, 324 Sansome St.

SAN FRANCISCO

SPECIAL AGENTS

A. C. WRIGHT, San Francisco

F. J. MAYER, San Francisco

W. F. KUHL, Los Angeles

., Seattle, Wash.

M. H. REEVES, Spokane, Wash.

G. L. CAMP, Billings, Montana

THE Standard Accident

Insurance Company

Of Detroit, Mich.

LEM W. BOWEN, President

J. S. HEATON, Secy.

Cash Capital, \$ 500,000

Gross Assets, - 4,377,439

Claims Paid, - 16,500,000

Writes Accident and Sickness Insurance, Accident Policies Provide for—Unlimited Indemnity, Beneficiary Benefits, Accumulations, Optional Benefits, Hospital Indemnity, Combination Features, Surgeons' Fees Where no Claim for Disability is Made, Special Benefits for Sunstroke, Freezing, Etc.

Accident and Sickness Insurance for Women.

Contracts Practically Without Conditions.

CLARENCE F. BRIGGS,

SUPT. PACIFIC COAST DEPARTMENT.

California, Oregon, Washington, Idaho, Nevada, Arizona, Utah, and the Hawaiian Islands.

Mills Bldg., San Francisco

H. H. HAIGHT, District Agent.

Contracts Unexcelled. Agents Everywhere.

BROKER. — An insurance broker—whom we will call X—writes complaining of what, on his statement of the case, appears to be an instance of grossly unfair treatment. On calling at the office of an insurance company to obtain fire insurance cover for a substantial amount, the particulars being indicated in writing by his client, the preparation of the cover note was interrupted by one of the chief officials, who declined to hand over the cover note and in a few minutes was interviewing the proposer direct, and succeeded in cutting the broker out.—Post Magazine of London. Of course he is not a member of the Brokers' Exchange.

WE challenge YOU to name a single loss saved by you because of the Record of an Eastern Firebug.

Caledonian Insurance Company, of Scotland

— FOUNDED 1805

"THE OLDEST SCOTTISH INSURANCE OFFICE."

UNITED STATES HEAD OFFICE: Caledonian Building, 50-52 Pine St., New York

CHAS. H. POST, U. S. Mgr. R. C. CHRISTOPHER, Asst. U. S. Mgr.

CALEDONIAN AMERICAN Insurance Company THE SCOTCH UNDERWRITERS

PACIFIC COAST DEPARTMENT: San Francisco, Cal., 108-10 Sansome Street

A. C. OLDS, Manager Balfour, Guthrie & Co., Directors

FIELD REPRESENTATIVES:

CHAS. A. COLVIN, Supt. of Agencies, Portland, Or. WARREN CAMPBELL, Special Agt, Los Angeles

ED. E. PANABAKER, Special Agt, Sacramento, Cal. PAUL ST. JOHN, Special Agent, San Francisco

THE FIDELITY & CASUALTY CO. OF NEW YORK

92 Liberty Street, New York, N. Y.

SEMI-ANNUAL STATEMENT, JUNE 30, 1914

Assets	\$11,606,723 00
Liabilities	8,167,993 93
Capital	1,000,000 00
Surplus over all liabilities	2,438,729 07
Losses Paid to June 30, 1914	46,713,497 00

This company issues contracts as follows:

Fidelity Bonds; Surety Bonds; Accident, Health, and Disability Insurance; Burglary, Larceny, and Theft Insurance; Plate Glass Insurance; Liability Insurance; Employers, Public, Teams (Personal Injury and Property Damage), Automobile (Personal Injury, Property Damage and Collision), Physicians, Druggists, Owners and Landlords, Elevator, Workmen's Compensation; Steam-Boiler Insurance, Fly-Wheel Insurance.

Pacific Coast Department: { California—CHAS. J. BOSWORTH, General Agent, Merchants Exchange,
San Francisco. Washington and Oregon—SEELEY & CO., 111 S. 10th
St., Tacoma; Coleman Bldg, Seattle; Board of Trade Bldg, Portland.

THE LONDON ASSURANCE CORPORATION OF LONDON

Cash Assets. \$24,899,825.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS — C. W. ROHRER, Los Angeles, Cal.; ROD E. SMITH, Portland, Oregon;
T. S. HEATH, Denver; J. E. JOHNSON, Spokane; P. R. WEINMANN, B. L. PENFIELD, San Francisco.
PERCY J. PERRY, Seattle.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. HACKETT, Supt. of Agents

Pacific Branch—Southeast corner Sansome and Pine Sts., San Francisco

Firebugs Burn Houses in Richmond

Richmond, November 11. — Two fires, believed to be the work of a pyromaniac, last night destroyed the home of Peter M.

Joseph at Pullman and a vacant house at 941 Eighth street, this city. In the latter case piles of rubbish soaked with kerosene were found under the rear steps.

GENERAL

The dancing mania of the Middle Ages did not assume the proportions of a social disease until July, 1374, when a frenzy swept through the town of Aix-la-Chapelle and whole mobs of men and women danced in the streets, screaming and foaming at the mouth.

This was kept up until they fell from exhaustion, and a great many of the dancers finished by beating their heads against walls until they heard the overture in the clouds.

None of the freak dances of the 1840's lasted. They were given names like ragtime music: Up Tails All, Lumps of Pudding, The Bath, The Ladies' Misfortune, Rub Her Down With Straw, and there was one dance called An Old Man's a Bagful o' Bones.

The tango did not originate in Argentine. It came from Tango, Japan, a district on the southern shore of Wasaka Bay down on the west coast, where it originated some three hundred years ago in the city of Hashidate.

Hashidate, Matsushima and Miyashima are the Japanese pleasure resorts corresponding to our Newport, Atlantic City and Tuxedo.

The music for the Japanese tango was strummed on an instrument known as the stamisen. When Argentine borrowed the dance from Japan and gave it plenty of advertising, they discarded the stamisen and hired brass bands.

The famous side-show Hulu-Hulu dance of the Hawaiians was adapted from the Japanese sacred Hulu dance. Cottrell's.

Business failures are increasing in number and amount. So fires.

MISCELLANEOUS

September Defalcations

Press notices and dispatches as collated by the bonding department of the Fidelity & Casualty Company of New York indicate for the month of September the following defalcations:

Bank and trust companies	\$241,333.62
Beneficial associations . . .	31,970.18
Public service	14,717.51
General business	208,272.64
Insurance companies . . .	65,465.00
Transportation companies .	3,834.87
Miscellaneous	31,525.43

Total \$597,119.25

NEW

Pacific Fire Record

For MANAGERS
GENERAL AGENTS
STATE AGENTS
COMPANIES
ADJUSTERS

TERMS VERY REASONABLE

\$1, \$2, \$3, per month
according to territory

In this Record you do not have to hunt
through a bushel of chaff for
a grain of wheat

Reports Are Invited and will be treated
in Strict Confidence

COAST REVIEW, PUBLISHER

GENERAL

Unlicensed surplus line companies, which have little or no money in this country, are, generally, unable to get money from their home offices to pay loss claims. Besides, at home a moratorium (suspension of debt payments) has been declared.

In 1757 Washington was a candidate for election to the house of Burgesses in Virginia and though it was unnecessary to make a report of cam-

paign expenses in those days Washington wrote in his diary after the election, that it had cost him "a hogshhead and a barrel of punch, thirty-five gallons of wine and forty-three gallons of strong beer and cider, which cost him thirty-nine pounds and six shillings."

An unusual number of fires in 2nd hand stores are now occurring.

Marine. — The German Marine of Hamburg has been organized, with \$7,000,000 capital.

GOOD AGENTS WANTED

THE

West Coast Life Insurance Co.

Home Office: West Coast Life Building, Northwest Corner
Pine and Leidesdorff Streets, San Francisco

ORIGINAL AND ATTRACTIVE
ORDINARY AND INDUSTRIAL

Policies Which Meet With Instant Favor

OFFICERS— THOS. L. MILLER, *President*
C. O. G. MILLER, *Vice-President*
JULIAN SONNTAG, *second Vice-President*
WILLIAM C. HAMMOND, *Secretary*

Health and Accident Insurance---Automobile Liability and Property Damage Burglary.

The
Preferred
Accident Insurance Co.
OF NEW YORK.

KIMBALL C. ATWOOD, *President*
WILFRID C. POTTER, *Secretary*

Assets, January 1, 1914	\$2,981,585 43
Surplus and Reserve (including Capital) for the Protection of Policyholders	2,608,958 71
Claims Paid, Over	9,000,000 00
Voluntary Reserve for Contingencies	100,000 00

HEALTH AND ACCIDENT POLICIES

The Best Insurance for Business and Professional Men The Easiest Insurance for Agents to sell

Liberal Commissions and Renewal Contracts to Good Men

GEO. C. FARRELL, Manager Pacific Coast Dept.

456-457-458 Mills Building, San Francisco

GENERAL

Good-will is better than a contract.
 Color has exactly the same effect on an artist with a diseased retina. He uses it extensively because it stimulates him — gives him pleasure. And he ignores the tints that his eyes are blinded to.

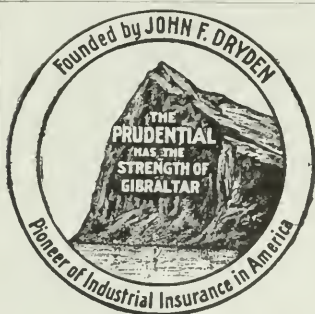
Degeneracy, according to Dr. B. A. Morel, who first defined it, is a morbid

deviation from an original type.
 This is about as clear as saying that water is hydrogen and oxygen.
 The two forms of degeneracy in art and literature are mysticism and egomania.
 The degenerate in any art is merely the one who crosses the borderland and becomes perverted—fanatical.

NEW	<p>MONTHLY INCOME BONDS</p> <p>A new idea added to the Popular Monthly Installment Insurance. Gives the Agent a ready opening by gaining the prospect's willing attention. Complete Line, Life, Limited Pay, Endowments</p> <p>For Contracts, address L. B. Messler, Director of Agencies Home Office</p> <p>SAN FRANCISCO LIFE INSURANCE COMPANY San Francisco, California</p> <p>Southern California Territory, Address W. H. Cramer, President SOUTHERN AGENCY COMPANY 1129 Marsh-Strong Bldg., Los Angeles, Cal.</p> <p>Territory in Washington, Oregon, California, Arizona, Nevada</p>	NEW
NEW		NEW

ORGANIZED 1797	
<p>The Norwich Union Fire Insurance Society, Ltd. Of Norwich, Eng.</p>	
Assets, Over	\$13,000,000.00
Losses Paid, Over	\$100,000,000.00
Pacific Department :	
J. L. FULLER, Manager	332 Pine Street
FRANK L. HUNTER, Asst. Manager	SAN FRANCISCO

Pacific Coast Department	
<p>Aachen & Munich Fire Insurance Company</p>	
430 California St., - - San Francisco, Cal.	
A. C. OLDS, Manager	



Can You Sell Business Insurance?

The Prudential issues a strong, attractive business policy. Many agents specialize on it.

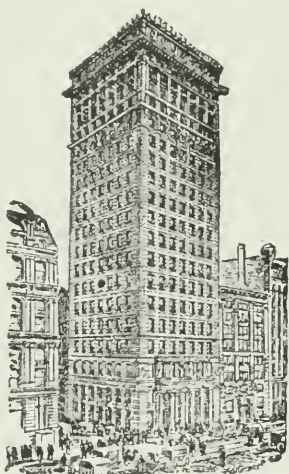
We Want Agents.

THE PRUDENTIAL INSURANCE CO. OF AMERICA

FORREST F. DRYDEN, President.

Home Office, NEWARK, N. J.

Incorporated as a Stock Company by the state of New Jersey.



Prevent Losses through dishonesty. Our special short form Insurance

Bond guarantees absolute protection.

American Surety Company OF NEW YORK

The Largest Surety Company in the World

RUDOLPH SPRECKELS, RESIDENT VICE-PRES.

JAMES K. LYNCH, RESIDENT VICE-PRES.

CHARLES A. SHURTLEFF, Counsel

R. D. WELDON, Manager, Pacific Coast District

Brewster Cameron, Jr., Acting Mgr. for Northern California and Nevada

Merchants National Bank Bldg. San Francisco. Telephone Kearny 1099

Books

For Sale by The Coast Review,
Merchants Exchange Bldg.,
San Francisco, Cal.

Pacific Fire Manual, 1914, for Locals - - - \$1.50

Spencer's Suggestions to Locals and Brokers - - .25

Special Agents' Monthly Account Book - - .10

Coast Review's Pacific Fire Chart, 1914 - - .25

Other Books Will Be Sent For, East

HOME LIFE INSURANCE COMPANY

OF NEW YORK

An examination of the Home Life of New York by the New York Insurance Department, the report on which has just been issued, shows the Company to be in splendid condition in every respect with an excellent record in all of its relations with policyholders. The chief examiner closes the report on the examination as follows:

"From the above report it is apparent that the company is efficiently managed, its claims under its policies promptly settled and its policyholders treated fairly."

During the period under examination the Home Life has experienced a steady and sound growth, its assets now nearly \$30,000,000, being well over five millions greater than in 1909 and the insurance in force having increased from \$92,532,533 in the year mentioned to over \$116,000,000 in 1913.

For Agency apply to

GEO. W. MURRAY, Supt. of Agts.,

256 BROADWAY, NEW YORK, N. Y.

The FRANKFORT General Insurance Co.

Established 1865

Entered United States 1896

U. S. Department, 123 William St., New York, N. Y.

Workmen's Compensation
Workmen's Collective
Liability
Burglary
Personal Accident and Health
Industrial Accident and Health

Agents Wanted For Unoccupied Territory
Apply to New York office or to

WALTER A. CHOWEN,
Resident Secretary

340 Sansome Street San Francisco

Central California Agency
BEN LEONARD COMPANY
617 "J" St., Sacramento, Cal.

Southern California Agency
CONSOLIDATED AGENCY COMPANY
334 Central Building, Los Angeles, Cal.

LIFE

The National Life of U. S. A. examination shows \$158,613 net surplus. Surplus to policyholders is 5 per cent of the assets.

The Wabash Life will merge with the Central States Life. Another merger will be announced soon.

The Idaho State Life is offering its agency force a free trip to the Exposi-

National Union Fire Insurance Company of Pittsburg, Pa.

Cash Capital,	- - - - -	\$1,000,000.00
Surplus to Policyholders,	- - - - -	1,545,227.00
Assets,	- - - - -	4,136,638.00

METROPOLITAN DEPARTMENT

SAN FRANCISCO

604 Merchants Exchange Building

DIXWELL DAVENPORT, Manager

FIELD REPRESENTATIVES:

R. R. Roper, NORTHERN CALIFORNIA

604 Merchants Exchange Bldg, San Francisco

Wm. M. Stodghill, SOUTHERN CALIFORNIA

302 Stinson Building, Los Angeles, Cal.

tion next fall as an inducement to secure more business.

The Marquett Life has a contest among the agents and will probably result in sending a delegation to the Exposition in October.

CASUALTY

The American Fidelity has again reduced its capital, this time lopping off \$75,000 to give a spinal effect to the surplus.

Tuesday, April 20th, will probably be designated as "Safety First Day" during the "Insurance Week" celebration at San Francisco next year.

Six Warehouses Burned

Stockton, November 7. — Six warehouse fires, each believed to have been of incendiary origin, have occurred near Stockton in a week, the losses aggregating \$150,000. The Mealfalfa Company, which lost its Stockton warehouse Thursday, suffered the loss of its alfalfa mill and warehouse at Salida today. The Grange warehouse adjoining, containing one thousand tons of grain, also burned. It is believed the anarchistic I. W. W. set the fires, believing that the union strikers would be suspected. There are many of these vicious Iwontworkers loafing in this vicinity, besides hundreds of idle union strikers. Hay to the amount of 10,000 tons has been burned by incendiary fires.

San Francisco, Oct. 6. — Fire bugs have been at work at North Beach. The Genoa Macaroni Factory at 1714 Stockton st. was found on fire at 3:45 a. m. At 4:05 a. m. the same policeman found a fire in the basement of the dwg. at 548 Union st. and about the same hour, Lindo D. Martini at 645 Chestnut st. found a pile of rags burning in the cellar of his home. He had smelled fire. He saw a man standing in front of his place who ran away when Martini opened the door.

Bert Babcock set fire to 2272 Greenwich st., San Francisco, the home of Franklin A. Greene, just liberated from state's prison. Babcock is Greene's son-in-law. B. arrested. He was seen pouring oil over furniture.

COAST REVIEW POSTERETTE

The Best Argument

for Insurance

Is the Fact that

It Is the Unexpected That Happens

NEARLY ALWAYS



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . \$25,000,000.00

ASSETS IN UNITED STATES, \$2,826,707.00

Office: 100-106 Sansome St., San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

Statement of the ownership, management, circulation, etc., of the Coast Review, published monthly at San Francisco, Cal., required by the act of August 24, 1912. Editor, E. H. Bacon, San Francisco, Cal.; managing editor, E. H. Bacon, San Francisco, Cal.; business manager, E. H. Bacon, San Francisco, Cal.; publisher, E. H. Bacon, San Francisco, Cal. Owners E. H. Bacon, San Francisco, Cal., A. Edwards, Berkeley, Cal. Known bondholders, mortgagees, and other security holders, holding 1 percent or more of total amount of bonds, mortgages, or other securities, none. E. H. Bacon, Publisher. Sworn to and subscribed before me this 3d day of October 1914. Charles Edelmann, Notary Public for the city and county of San Francisco, state of California.

(My commission expires April 7, 1918.) [Seal.]

FIRE

Spokane, Wash., Fire at 902-4 Sprague ave., Oct. 29, 1914, at 2 a. m. Fire originated under the building.

Insured, Riley & Co. Insurance, \$4,000. Insurance represented by Wm. P. Folger, adjuster, \$2,500; adjusted at \$334.70.

R

Vancouver, B. C., Beach ave., Sept. 29, 1914. Auto Clearing House Ltd. Insurance \$3,000. Loss \$3,000. Adjusted by H. Mackenzie, adjuster.

Caulfields, B. C., October 1, 1914. Mrs. Jessie Paterson. Insurance \$1,000, Adjusted by H. Mackenzie, adjuster, for \$721.95 on dwelling and furniture.

Willard Done, assistant counsel of the National Board, is in Portland.



Possibly because they knew war was coming, England and Germany never officially recognized the Exposition, nor planned to place any exhibits whatever, but they will be represented by individual exhibits. Spain has decided to take official action since the European war started, and will erect a fine building, and most of the Latin-American and Oriental countries have doubled their space. Of the thirty-eight foreign nations which have formally agreed to exhibit at the Panama-Pacific International Exposition before the European war began not one has requested the state department to be released of their obligation.

If any arguments were needed that there never has been even a thought of postponing the Panama-Pacific International Exposition one of the best proofs that every detail of the Exposition work is moving along as originally planned is the way Director Barr, who is in charge of the conventions and societies, is pushing his efforts to secure more meetings for San Francisco next year. Nearly 300 conventions are already booked for San Francisco during 1915. It is estimated that at least 500,000 people will be brought to the Pacific Coast on account of these annual conventions.

There are nearly 100 insurance conventions already listed to meet in San

Francisco in 1915, so that there will be some events of interest to underwriters continuously beginning with April 18th, "Insurance Week," until the close of the great world's insurance congress, October 16th.

Only \$1,000 Found in Vaults of Big Trust Firm

Vancouver (B. C.), November 3.—At a meeting yesterday of shareholders of the Dominion Trust Company, which recently quit business, an auditor's report showed that with deposits of \$800,000 and debts owing to clients on trust fund accounts of \$1,000,000 more, there was only \$1,000 left in the treasury.

The nominal assets are \$5,000,000. The company's books were being audited when W. R. Arnold, the managing director, committed suicide three weeks ago. The company placed much of its clients' money in second mortgages, whose interest and principal it had guaranteed.

One of the largest debtors to the Dominion Trust Company is Baron Alvo von Alvensleben. Alvensleben's indebtedness to the company is stated to be \$1,250,000.

Spokane, Oct. 26.—Incendiary burning of dwlg at 2218 Addison st.

Santa Cruz, Oct. 8. — Bella Vista hotel.

Nome, Nov. 2.—Kuiu Packing warehouse at Kuiu, Alaska, will total \$75,000 loss.

General Agent Johnston of the Ins. Co. of North America has returned from his Northern trip,

Incendiary Threatenings

In Menlo Park and vicinity these buildings are threatened by incendiaries:

St. Patrick's seminary, Sacred Heart convent, E. W. Hopkins, Timothy Hopkins, Mrs. Geo. Fife, Richard Cowell, James L. Flood, Fred Sharon,

Mrs. Theodore Payne, late Charles M. Felton and other homes. Growing grain round Mrs. Fife's home broke into flames last week. Several fires have been set in grass or grain. A prominent resident of Palo Alto is suspected of starting fires.

The Pioneer German Fire Insurance Company in America



Hamburg-Bremen Fire Insurance Company

HAMBURG, GERMANY

Organized in 1854

Entered United States in 1858

Total Losses Paid in the United States, \$27,000,000

United States Branch : 123 William Street, - NEW YORK

H. N. KELSEY, Manager

Pacific Department: 340 California Street, - SAN FRANCISCO, CAL.

MACDONALD & MILES, Managers

AGENTS WANTED IN UNREPRESENTED POINTS

CONNECTICUT MUTUAL LIFE INSURANCE COMPANY

President JOHN M. TAYLOR, Hartford, Conn.

Insurance in force, 91663 Policies for - \$218,304,660

WHAT NO OTHER COMPANY HAS DONE

To repay to its Policyholders in Death Claims, Endowments, Dividends, Surrender Values, Annuities and other credits more than they have paid to it in premiums. It stands alone in that result.

Total Premiums received, Dec. 1, 1846, to Dec. 31, 1913	-	-	-	-	\$287,442,080.61
Total returned to Policyholders, as above noted, in same period	-	-	-	-	296,862,956.74
Excess of amount returned	-	-	-	-	9,420,876.13

PACIFIC COAST DEPARTMENT

Williamsburgh City Fire Insurance Co.

Organized 1853

New Brunswick Fire Insurance Co.

Organized 1826

Merchants Fire Assurance Corporation

Organized 1910

North River Insurance Co.

Organized 1822

United States Fire Insurance Company

Organized 1824

WM. W. ALVERSON, Manager

374 Pine Street, - - - - San Francisco, California

Fire and Automobile Insurance

Special Agents: R. R. Roper, San Francisco
T. H. Keleher, Los Angeles

A. M. Lovelace, Portland
W. T. Booth, Spokane

AMPLE FACILITIES for Handling
Large Lines.

American Central

INSURANCE COMPANY
of St. Louis

Established 1853

Assets, \$5,366,214

Surplus to Policyholders, \$2,933,696

Losses Paid, \$26,531,745

St. Paul

F. & M. INSURANCE COMPANY
of St. Paul, Minn.

Established 1865

Assets, \$10,249,327

Surplus to Policyholders, \$3,963,857

Losses Paid, \$44,006,102

LLOYDS PLATE GLASS INSURANCE COMPANY, NEW YORK

Mercantile

F. & M. UNDERWRITERS
of St. Louis

Minnesota

UNDERWRITERS
of St. Paul

Assets \$5,366,214

Assets \$10,249,327

Surplus to Policyholders . 2,933,696

Surplus to Policyholders . 3,963,857

TERRITORY—California, Oregon, Washington, Idaho, Montana, Utah, Nevada and Arizona

CHRISTENSEN & GOODWIN, Managers

Pacific Department:—235 to 241 SANSOME STREET, SAN FRANCISCO.

Fire Association

Organized 1817

Of PHILADELPHIA

Began on Coast 1873

PAID \$1,835,930 SAN FRANCISCO CONFLAGRATION LOSSES

Cash Capital, - \$ 750,000.00

Cash Assets, - \$9,154,808.16

Net Surplus, - 2,558,864.84

Policyholders Surplus, 3,308,864.84

PHILADELPHIA UNDERWRITERS

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets, - \$26,907,330.00

Surplus to Policyholders, - \$12,185,135.00

Net Losses Paid in San Francisco in 1906, - - \$5,064,178.03

FRANK M. AVERY, Manager for Pacific Coast

SPECIAL AGENTS :

T. F. O'GRADY, *San Francisco*; GEO. F. STANIFORD, *Los Angeles*; *Portland*

315 California Street, - - - San Francisco

Burning House Saved By Wine

More than 2,000 gallons of wine were poured over the dwelling of William Krumm, a Bargaintown, N. J., farmer, in a successful effort to save his home from destruction by fire.

Several times in California property has been saved by the extinguishment of fire by claret or "Dago red," which happened to be more plentiful than water.

Once a tannery was saved by throwing tanning water on the fire. The

big vats were emptied but the buildings were saved. The several companies on the risk allowed the adjuster to include the value of the tanning liquid in the loss—except one company, the German of Freeport, which blew up after the San Francisco fire.

Binet recorded that he placed a dynamometer in the hand of an hysterical woman; her hand pressure registered double when she looked at a red disc.

Pacific Department, Insurance Exchange, San Francisco

CONNECTICUT

FIRE INSURANCE CO.

OF

HARTFORD

ESTABLISHED 1850

BENJ. J. SMITH,
Manager

WESTCHESTER

FIRE INSURANCE CO.

OF

NEW YORK

ESTABLISHED 1837

GUY FRANCIS,
Asst. Manager

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.
of Springfield, Mass.
Largest Fire Insurance Company Chartered by
the State of Massachusetts
Incorporated 1849

Total Assets	\$ 10,943,902 88
Total Liabilities	8,612,529 02
Net Surplus	2,331,373 86

SURPLUS TO POLICYHOLDERS, \$ 4,331,373.86

NEWARK

Fire Ins. Co.
of Newark, N. J.
Oldest Fire Insurance Company Chartered by
the State of New Jersey
Incorporated 1811

Total Assets	\$ 2,009,892 77
Total Liabilities	1,401,859 21
Net Surplus	608,036 56

SURPLUS TO POLICYHOLDERS, \$ 1,108,033.56

OFFICE: KOHL BUILDING,
Corner California and Montgomery Streets, San Francisco

GEORGE W. DORNIN, *Manager* **JOHN C. DORNIN,** *Asst. Manager*

SUPERINTENDENTS OF AGENCIES
F. J. R. WEBBER GEO. C. CODDING L. B. ROGERS J. E. CRANDALL C. H. ANDERSON
FRANK H. YOUNG H. K. NOURSE

Fresno, Oct. 17.—Hotel Glen.

Wallace, Id., Oct. 28. — Mace high

school building, and adjacent premises.

Loss \$17,000.

MARINE

Belligerents and Neutrals

There have been many claims made as to what acts a neutral was bound to prevent. Before the nineteenth century, the neutral state had not many rights, and it had not many duties. Belligerents made captures in neutral waters during the wars at the end of the eighteenth century. In 1814, during the war between the United States and Great Britain, the American privateer General Armstrong was after resistance captured by the British in the Portuguese harbor of Fayal. The United States made claims against Portugal. At length, in 1852, Louis Napoleon, as arbitrator, decided that, although the attack by the British constituted violence of neutrality, the American vessel should not have resisted, but should have demanded Portuguese protection. (2 Moore, *Int. Arbitrations*, 1071.)

The attacks by one belligerent upon the vessels of the other in Korean and Chinese harbors during the Russo-Japanese war have given rise to much discussion. Korea, like Manchuria, is generally regarded as having been through exceptional circumstances within the area of hostilities, though neither, strictly speaking, was under the sovereignty of the belligerent at the time of the war. The capture of the Russian destroyer *Ryeshitelni* by Japanese destroyers in the Chinese harbor of Chifu is not on the same basis. Japan had agreed to respect the neutrality of China. The accounts of the case vary; but the general opinion seems to be that the action of the Japanese was in excess of proper bel-

ligerent rights, and that it constituted a violation of neutrality.

In 1862 the *Alabama*, which had been fitted out in England, left Liverpool, ready to receive warlike equipment, but not equipped. The *Alabama* received her equipment and crew for the most part outside of British jurisdiction. The case of the *Florida*, *Georgia*, and *Shenandoah* were similar. The spoliation upon commerce led the United States to claim that, in permitting these vessels to fit out in and depart from British jurisdiction, Great Britain had been remiss in the performance of neutral duties. The claims were at length under the Treaty of Washington submitted to an arbitration tribunal, which met at Geneva, December 15, 1871. The tribunal awarded to the United States \$15,500,000. It was held that Great Britain had not displayed "due diligence" in preventing the fitting out of these vessels, and that "due diligence" would be in "exact proportion to the risks to which either of the belligerents may be exposed from failure to fulfill the obligations of neutrality on their part." This interpretation has been regarded as putting a heavy burden upon neutrals, and it seems that "due diligence" should be determined from conditions as appearing to the neutral, rather than from risks to the belligerents, of which a neutral can scarcely be cognizant.

There is a point where it may be difficult to distinguish between a legitimate business transaction on the part of individuals and an undertaking which it is the duty of the neutral to prevent. The Hague Convention of

1907 holds the neutral under obligation to use "the means at its disposal" to prevent violations of its neutrality by its own nationals or by belligerents, which seems a reasonable basis for estimating neutral liability and is comparable with the standards of liability under municipal law.—Docket.

GENERAL

If the volume of goods were sold today without the element of advertising the expense would be prohibitory, the volume of goods today could not be sold by the selling methods of 25 years ago.

Advertising, crude as much of it is, has been a great factor in reducing selling costs; for it bears the same relation of saving in selling cost as automatic devices and more efficient systems in productions.

While advertising may not actually or completely close a sale in every instance, yet it does on the average aid the salesman by extending a knowledge of, say, new goods and their uses.

The present extent of advertising would add to the price of goods if we were only selling the same volume of goods as, say, twenty-five years ago, but with the present increase over that time it would be just as foolish to say that labor saving machinery adds to the price of goods.

But, as we said in the beginning, we are still crude; what are we going to do to eliminate the waste?—Cottrell's Magazine.

See that stove pipes do not pass through wooden partitions or come in contact with wood at any point.

FIRE

In *Rosenthal v. Ins. Co. North America* the Wisconsin sup. ct. has held that "while contained in and not elsewhere" covered horses while in the building mentioned, though repairs forced the stabling of the horses in another building which burned, and the company knew the horses were temporarily in said building.

Error

The "news item" appearing in an Eastern insurance weekly to the effect that C. J. Stovel has again been appointed Coast agent for the First National Fire was without foundation in fact. Edward Brown & Sons continue to represent the company in this field. C. J. Stovel is not only not an applicant for the company but is having a scrap with it.

The Ben Lomond Fire Bugs

C. A. Cooper, the Sanger banker, paid his \$4,000 fine to Santa Cruz county. He was denied probation and must go to the "pen." Beeson, his partner, must serve six years. Both men were prominent in business.

Incendiary Fire Disastrous

Stockton, Nov. 6.—A disastrous fire occurred in Stockton yesterday, the entire plant of the Mealfalfa Company being destroyed. The loss is estimated at from \$30,000 to 40,000. Approximately 5000 tons of hay was burned. The fire is believed to have been of incendiary origin.

Goldfield, Nev., Nov. 4. — Hoisting works of Yellow Tiger mine. Fire incendiary.

Los Angeles, Nov. 8.—Miss N. was probably fatally burned by explosion of alcohol burner of a chafing dish. Her clothes caught fire.

Extracts From**Pacific Fire Manual**

A Book of Instructions. For Local Agents.

Cloth Bound. Price \$1.50.

REMOVAL DAMAGES

The circumstances of each case must determine the necessity for removal. Generally, any loss resulting from a seemingly necessary and *bona fide* effort to put out a fire, such as a loss by spoiling the goods with water, or by throwing articles of furniture out of a window, or even by the destruction of an adjacent building (by explosion or tearing down) for the purpose of arresting the progress of the flames, is a subject of general average. Every loss that clearly and approximately results, directly or indirectly, from the fire, is within the intent of the policy.

LOST POLICIES

When a policy is lost or destroyed, and application is made for a duplicate, send particulars to head office. Another of same date, amount and number will be issued in lieu thereof, and promptly returned to Agent for delivery to assured. Agents (as a rule) are not permitted to issue duplicate policies from agency stock on hand.

BLANKET POLICY

Covers in one amount the entire risk, even if it be in or on different buildings or divisions, wholly detached and unexposed to each other, and should not be written.

It will be seen at once that an agent issuing a blanket policy makes his company liable for a total loss on any one of the several independent divisions of the property covered, unless there be an average clause attached. It must not be understood that the foregoing prevents one or more subjects being written in one policy, provided same is properly described, located, and specified amount named on each subject matter. Under certain circumstances the contents of two or more buildings separated, as stocks in a store in connection with a portion of same in private warehouse, may be insured in one lump sum, provided, however, that the policy be written subject to the average clause.

A blanket policy, covering under one sum separate or distinct risks or items of hazard, should not be written.

Policies covering under one sum merchandise contained

FIRE**NIAGARA FIRE Insurance Company**

Assets, - \$6,916,921.00 Surplus to Policyholders, - \$3,503,411.00

DETROIT FIRE & MARINE Insurance Company

Assets, - \$2,278,039.00 Surplus to Policyholders, - \$1,574,706.00

NIAGARA - DETROIT UNDERWRITERS

Assets, - \$10,742,403.00 Surplus to Policyholders, - \$5,862,302.00

EDWIN PARRISH, Manager*Pacific Coast Department 334 Pine St., - San Francisco***AUTOMOBILE**

College Park, Cal., Nov. 7. — Unsuccessful attempt to fire 6-room vacant cottage of Dr. C E. Adams. Straw spread over floors and in drawers and fired.

Good Territory**OPEN TO
RIGHT MEN**

—those who know how and can produce applications and settle policies
—always ready to negotiate with men of experience, energy and enthusiasm.

**UNION MUTUAL LIFE
Insurance Company**

PORTLAND, MAINE.

ARTHUR L. BATES, PresidentAddress ALBERT E. AWDE, Supt. of Agencies
7 W. Madison St., Chicago, Ill.**GEO. ELLIOTT HUNT, Manager**
Shreve Bldg., San FranciscoT. H. McAllis, Manager, Sherlock Bldg.,
Portland, Ore.P. B. Duren, Manager, Boston Block, Seattle,
Wash.The Western States Agency Co., Manager,
225 Foster Building, Denver, Col.

J. E. Evans, Manager, Vancouver, B. C.

GERMANIA**FIRE INSURANCE COMPANY,****NEW YORK.****ORGANIZED 1859.**

Statement, January 1, 1914.

Cash Capital, - - -	\$1,000,000 00
Assets, - - - - -	7,260,197 27
Net Surplus, - - -	2,596,266 99
Surplus for Policyholders	3,596,266 99

HEAD OFFICE**Cor. William and Cedar Sts.****BOOK OF FORMS**

This new Book of Forms is now under way. The Forms are those adapted to the Pacific Coast. The price will be \$1.50, or possibly less. Will be published by The Coast Review, San Francisco.

ONE HUNDRED AND FOUR YEARS OLD

North British & Mercantile

Insurance Company

*Of London and Edinburgh***Pacific Department of the United States Branch, 76 William St., New York City****ASSETS OF THE UNITED STATES BRANCH**
(which are but a small part of total fire assets of the Co.)**\$9,139,794.00****E. G. RICHARDS, Manager****W. S. BERDAN, Deputy Asst. Manager****GEORGE M. WARD, Resident Sec'y Local Dept.**

234 Pine Street, San Francisco, California.

Field Representatives—E. J. Young, 201 American Bank Bldg, Seattle, Wash.; P. W. Gedney, 504 Empire State Bldg., Spokane, Wash.; E. C. Willey, 1645 Tremont St., Denver, Colo.; C. Harris, 515 Title Ins. Bldg., Los Angeles
E. Smith, 224 Henry Bldg., Portland, Or., G. W. Dearborn, F. J. Schoeneman, C. F. Milliman, San Francisco.

H

AGENTS WANTED

Every Company that advertises wants Permanent Agents. Have you any business? Are you about to change companies? Are you newly engaged in Insurance? Do you intend to go into the business?

THEN

Hustle! Get busy! Write to our Advertisers. Don't be verbose nor uncertain. Don't write from Los Angeles or Portland or Seattle and ask some big company, Are you represented here? Of course the company is represented there. Probably it is represented everywhere. But it may be contemplating a change, or its present agent may be flirting with the special of another company.

It Will Do No Harm

to get on the waiting list. It is legitimate for you to write modestly, "Consider me an applicant if you want another agent here." "I control \$—— in premiums." "My business is chiefly ——." "I want a company, and if you are unrepresented in this town or contemplate a change of representation let me submit particulars to you."

If you can write some life or accident business on the side or exclusively, the live companies which advertise are

Looking For You

They will give you the glad hand and the warm eye. They will pay you a handsome commission, too.

Scottish Union and National**Insurance Company
Of Great Britain.**

Organized 1824,

North American Branch:**Hartford, Conn.****JAMES H. BREWSTER
MANAGER.****FIELD REPRESENTATIVES:**FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.JOHN M. HOPKINS, State Agent,
JOHN L. REAMS, Special Agent,
706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,H. C. EDMUNDSON, Realty Building,
Spokane, Wash.,
Montana and Idaho**H. W. FORES, San Francisco, Cal.,**
General Agent, California, Nevada, Arizona.**SAN FRANCISCO OFFICE:**
409 California Street

"Armaments cannot preserve peace." No, certainly not; neither can disarmament, nor the abolition of armies and the police. Human nature is ever the same — envious, covetous,

appropriating, challenging, fighting — with rocks and sticks and carving knives, if there are no guns.

No insurance weekly west of the Mississippi receives news by wire.

ARE YOU PLEASED?

IF NOT, SEE

US

**POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
OCCIDENTAL LIFE INSURANCE CO.
OF CALIFORNIA**

"THE DURABLE"

THIRD FLOOR GROSSE BLDG.

LOS ANGELES, CAL.



NEW YORK UNDERWRITERS AGENCY

Cash Assets January 1, 1914,	- - -	\$26,525,973.85
Net Surplus January 1, 1914,	- - -	8,048,522.13
Surplus to Policyholders January 1, 1914,	-	10,048,522.13
Losses Paid, Over	- - - -	167,060,500.00

H. R. MANN, Manager

F. M. BRANCH, H. R. MANN Jr., Assistant Managers

Pacific Department: 339-341 Sansome St., San Francisco

SPECIAL AGENTS AND ADJUSTERS:—V. H. QUITZOW, A. C. ANDERSON, SAN FRANCISCO, CAL.; A. E. BAILEY, SEATTLE, WASH.; H. HARRY SMITH, LOS ANGELES, CAL.; H. B. HAGEN, SPOKANE, WASH.

W. R. BROCK, President

W. B. MEIKLE, Vice-President and General Manager

BRITISH AMERICA ASSURANCE CO.

OF TORONTO

(INCORPORATED 1833)

(FIRE)

United States Assets	\$1,889,181.35
Liabilities in United States	1,161,272.95

Surplus \$727,908.40

MILLER, HENLEY & SCOTT,

129 Leidesdorff Street, - - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

The bank clearings for the week ended Nov. 7, as reported by the San Francisco Clearing House Association, aggregated \$47,930,324.35, as compared with \$52,915,255.16, the total for the corresponding week last year.

Little Willie—How did you get the red marks on your nose, Uncle Dai?"

Uncle Dai—Glasses, my boy, glasses.

Little Willie—Glasses of what, Uncle Dai?

**NORTHERN
LIFE**

The Company with the ever-easy-to-sell
Combination Life, Accident and Health (3 in 1)
Policy—

Pays good, fair commissions—

Gives prompt and satisfactory service to both
policyholders and representatives

In short: A good, all-round, successful com-
pany; full of Life and Energy—The kind you
are glad to connect yourself with—

*Write for information—
—No obligation incurred.*

HOME OFFICE
SEATTLE
U. S. A.

W. R. BROCK, President

W. B. MEIKLE, Vice President and General Manager

WESTERN ASSURANCE CO.
OF TORONTO

(INCORPORATED 1851)

United States Assets	\$2,578,165.00
Liabilities in United States	1,524,276.00
Surplus	\$1,053,889.00

PACIFIC COAST DEPARTMENT
129 LEIDESDORFF STREET - - - SAN FRANCISCO
MILLER, SCOTT & HENLEY, Managers.

Total Assets Represented over \$20,000,000

Svea
Insurance Company
of Gothenburg

Agricultural
Insurance Company
Watertown, N. Y.

Globe & Rutgers Fire
Insurance Company
of New York

Hamilton Fire
Insurance Company
of New York

Globe Underwriters
of New York

EDWARD BROWN & SONS
General Agents Pacific Coast Department
202 - 204 Sansome St., San Francisco

22,000 EDITION

It Is for All Local Agents

12th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.50

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

Royal Exchange Assurance

OF LONDON

Incorporated by Royal Charter A. D. 1720

Total Assets Exceed \$32,000,000.00

A Successful Record of Nearly Two Hundred Years.

Losses Paid During That Time Exceed

\$225,000,000.00

United States Branch, 92 William St., New York City

R. D. HARVEY. United States Mgr.

LAWRENCE F. LAMPING, State Agent

For Oregon, Washington and Northern Idaho

310 BURKE BUILDING, SEATTLE

CANTON

Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital paid up (Gold)	- - -	\$ 250,000 00
Cash Assets (Gold)	- - -	2,267,816 75
Net Surplus over Capital (Gold)		1,554,193 31
Bonds on deposit in the U. S.	-	225,000 00

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents

Since January, 1882

J. J. THEOBALD, Manager

320 California Street, San Francisco

[Babcock Building]

PHOENIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

W. IRVING

General Agent for Pacific Coast

R. GALLEGOS

Assistant General Agent

343 SANSOME STREET

Security Building
(Entrance on Halleck Street)

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employes. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.

Royal Insurance Building

LIFE

In September the Mutual Life paid \$100,033 on the life of a Virginia banker. On this policy only \$6,156 premiums had been paid.

Among recent death claims paid by the Mutual Life were these: Seattle, Jas. M. Dawley, \$10,123; San Francisco, Edw. F. Cole, \$5,000; Fred. W. A. Dohrmann, \$6,134; Louis Marks, \$5,000; Henricus Graf, \$6,016; Wm. H. Beatty, \$7,722; Merced, Cal., Wm. McDonald, \$10,008; Pittsburg, Cal., \$25,221,

Life Insurance Pays

Frederic Cromwell, for many years an officer of the Mutual, took out his first policy in that company in 1877 for \$6,000, on which, at his recent death, there was an accumulation of \$1,863 dividends. In 1885 he took out \$10,000 more insurance, on which the dividends amounted to \$3,152; two years later he took another policy for \$10,000, the dividends on which totaled \$3,410 at the time of his death; and finally, in 1894, he secured an additional insurance of \$60,000, the accumulated dividends on which were \$16,913, making a total of \$111,338, which sum has been paid to his heirs. The total of the original insurances was \$86,000; the premiums paid were \$68,853, making the return over cost \$42,484.

Richmond, Cal., Oct. 22.—The police are searching the bay cities for the incendiary who attempted to burn the cottage of C. H. Brown, a Standard Oil employee, last night. Upon Brown's arrival at his home, 1155 Chauslor street, from work, he discovered a pile of shavings and paper saturated with coal oil, on his back porch. The pile had been ignited, but failed to spread.

FIRE

A New York company received from a local agent a demand that it do not again employ an adjuster for any of his patrons' loss without consulting him the agent. In the case complained of the agent had granted overinsurance and the adjuster had refused to pay the face of the policy.

Ohio State Fire Marshal Bulletin

It has been frequently pointed out that largely more than fifty percent of all our fire are easily preventable. In the year 1913, there were 5,340 fires reported to this department. Of this number 2,448, or well along towards half of them, occurred in dwellings. Defective flues caused 443 and sparks from chimneys, 347, while incendiarism was responsible for only 43. Thus, we find that statistics bear out the statement that a very large proportion of all fires are preventable. Had those flues been inspected and repaired, a large amount of property would have been saved instead of being reduced to a heap of ashes.

SUGGESTION

Let every householder make an inspection of his premises for fire dangers.

Examine especially all chimneys and see if the mortar has fallen out to permit some vagrant spark to escape into the attic or under the roof.

Rubbish is a constant menace as a carelessly thrown match may set it afire or a spark come along and ignite it.

Gas connections should be examined and rubber hose, if in use, should be replaced by iron pipes.

ESTABLISHED 1873

Office of Edward E. Potter

General Agent

The first office to commence paying losses after the conflagration.

The first office to commence paying in full the face of the policies, without discount, for cash or exchange.

The only general agency that remained in San Francisco where its patrons suffered.

The only office that did not compel its patrons to go to the expense and trouble of going to Oakland for the adjustment of their claims.

The Edw. E. Potter General Agency commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
It Costs No More**

January 1, 1914

OLD AND
TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS TO POLICYHOLDERS	\$5,212,525 00
UNDIVIDED PROFITS	2,319,300 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS TO POLICYHOLDERS	\$3,889,296 00
UNDIVIDED PROFITS	802,506 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS TO POLICYHOLDERS	\$1,893,309 00
UNDIVIDED PROFITS	432,560 00

EDWARD E. POTTER, General Agent

W. W. POTTER, Assistant General Agent

Potter Building, 578 Sacramento St.

San Francisco, Cal.

THE COAST REVIEW

INSURANCE

NOVEMBER

In its 44th year

SURETY

President Lafrentz, of the American Surety Company, on Monday, November 2, tendered a luncheon at the Lawyers' Club to Vice President H. B. Zevely, at which all of the officers were present. Vice President Zevely leaves shortly to take charge of the Pacific Coast underwriting department, with headquarters at San Francisco. He has been connected with the American Surety Company for about twenty years, and is widely known as an underwriter of long experience, especially as to fidelity lines.

ACCIDENT

The Fidelity & Casualty has notified its agents not to recommend any accident risk unless there is absolutely no question as to the moral hazard. If the agent has no means of information in the matter he is required to refer the case to the nearest branch office or to the home office for investigation. Agents are notified to use especial care in the acceptance of risks from strangers.

In the history of the New York subway there have been two rear end collisions by reason of motormen dropping dead at their posts. To prevent this there is a button on top of the controller handle which is a cut-out to the motor feed wires and the motorman must keep his thumb on this in order to get current. If his hand should relax by death or faint this

button is released and the train will come to a gradual stop.

In Great Britain, personal accident policies paying capital sums only are offered soldiers at a low premium.

FIRE

Prophetic. — The chairman at the annual meeting of the North British, last May, said, "When I come to look at the prospects of the current year the position is by no means so favorable. We have the experience of the first four months to go on, and without being too pessimistic I think I may say it is bad. It is a very curious thing that this year, both at home and abroad, in every direction and almost without exception, whilst there has been nothing in the nature of a conflagration, we have had an enormous number of losses, none of them very serious, but with the result that up to date our fire insurance business does not look well." The Coast Review adds that this experience has been the general experience of all the fire companies up to date this year.

Boston is to have 16 9-story concrete buildings under one roof. How about the insurance on contents? If a fragment of the wall should fall out, say up under the roof, as has occurred, and fire and water damage follow, all Massachusetts standard policies would be invalidated, and a merchant as far away as the 16th store could recover nothing for possible water damage, because under the same roof.

STABILITY AND STRENGTH

RESOURCES OVER \$52,000,000.00

SUN INSURANCE OFFICE
OF LONDON

COLONIAL
FIRE UNDERWRITERS
AGENCY

MECHANICS & TRADERS
OF NEW ORLEANS

NATIONAL
OF HARTFORD

MICHIGAN
FIRE AND MARINE
OF DETROIT

SUN
UNDERWRITERS AGENCY
OF LONDON

PACIFIC DEPARTMENT

WILLARD O. WAYMAN---CARL A. HENRY

JOINT GENERAL AGENTS

FRANK E. STONE

MAXWELL H. THOMSON

ASSISTANT GENERAL AGENTS

Sansome and Sacramento Streets

San Francisco, Calif.

Branch Offices: Los Angeles, Cal., Portland, Ore., Seattle and
Spokane, Wash., and Denver, Colo.

AGENTS WANTED IN EVERY CITY, TOWN AND VILLAGE.

1863

51st YEAR

1914

FIRE

AUTOMOBILE

MARINE

Organized in 1863

Firemans Fund

Insurance Company

Incorporated under the Laws of California.

433 California Street - San Francisco, Cal.

Insurance Exchange Building

Capital, \$1,500,000.00 Assets, \$9,864,872.00

BERNARD FAYMONVILLE

PRESIDENT

J. B. LEVISON

VICE - PRESIDENT

LOUIS WEINMANN

SECRETARY

A. W. FOLLANSBEE, Jr.

MARINE SECRETARY

H. P. BLANCHARD

ASSISTANT SECRETARY

JOHN S. FRENCH,

ASSISTANT SECRETARY

T. M. GARDINER

TREASURER

Central Department

JOHN MARSHALL, Jr., Manager

39 South La Salle St., Chicago, Ill.

Eastern Department

A. K. SIMPSON, Manager

J. W. LITTLE, Ass't Manager

Mason Building

Boston, Mass.

Southeastern Department

E. T. GENTRY, Manager

Macon, Georgia

Atlantic Marine Department

FRANZ HERRMANN, Manager

79-85 Wall Street, New York

VOL. 87
NO. 6

DECEMBER

SEE PAGE
.....

1914

THE

TELEPHONE KEARNY 5934

Coast Insurance Review

PROTECTION

An Insurance Journal and Directory

IN ITS FORTY-FOURTH YEAR

San Francisco: Merchants Exchange Building

The Only INSURANCE Journal in the Pacific West

INSURANCE PUBLISHING CO., Publishers

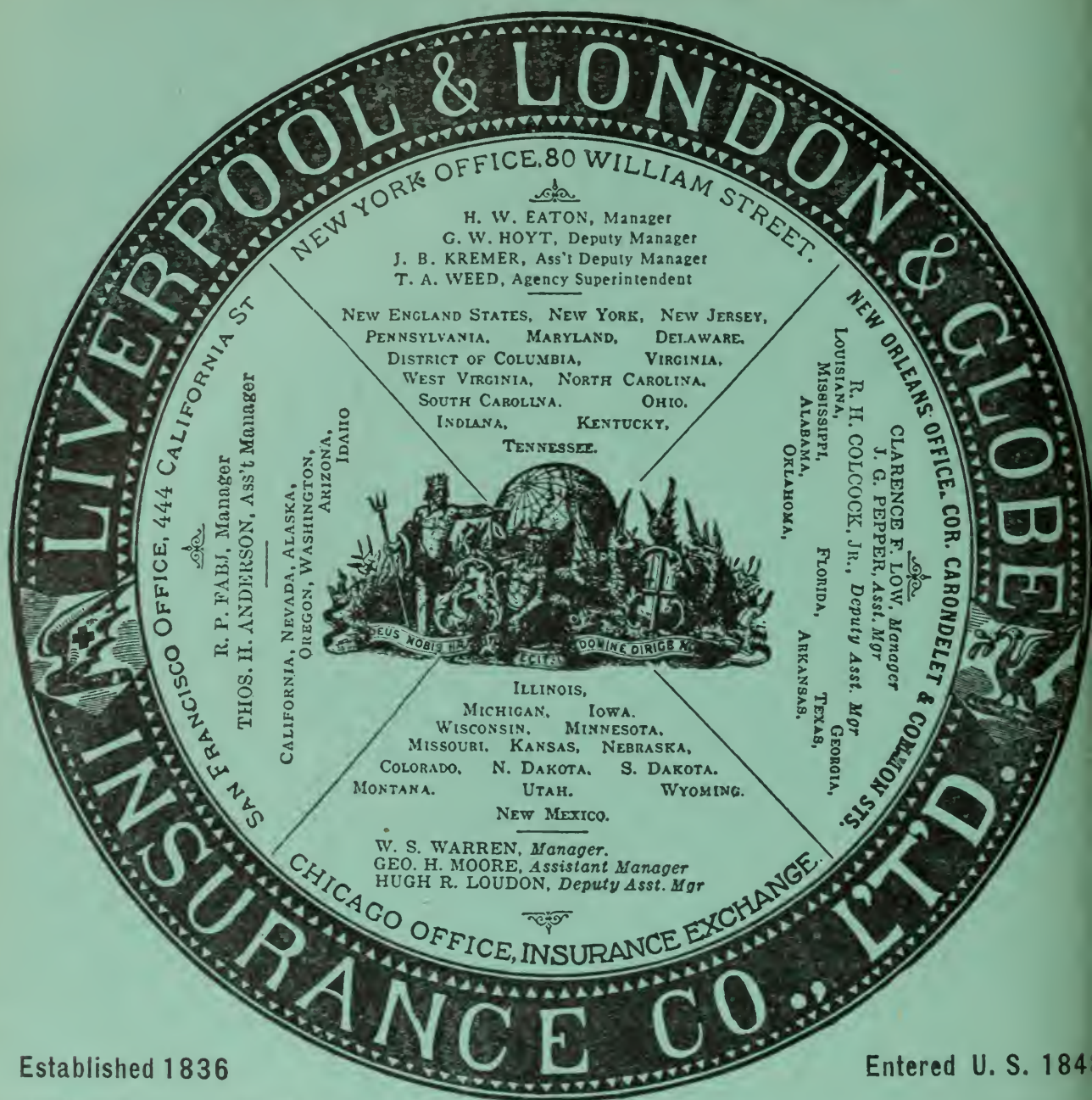
Successful Meeting of Life Presidents' Association
Coast Court Decisions
San Francisco's Political Fire Commission Ousted
A Life Company Criticised
Transfer of the Ward Agency
Two Fire Companies Retire
Prudential Mutualization Approved by Policyholders
All Companies Pay New Revenue Tax
Pacific Coast Casualty Competes with the State Fund
Pacific West States Fire Business
I. W. W. Incendiarism in Nevada
Fogarty of the Royal Is Fire Commissioner
Some Life Changes are Expected
Southern California Locals Will Work for Bad Legislation
Some Happenings of Years Ago

Circulating Extensively in all the
States and Territories of the Pacific
West

PRICE 25 CENTS
\$3.00 PER ANNUM

Subscribers in the East, in Europe, in
South America, Japan, China and
Australasia

The Great Fire Insurance Company of the World
ASSETS IN UNITED STATES, - \$14,263,846.95



The statement of the condition of the United States Branch on the 31st of December, 1913, in accordance with the laws of the State of New York, is as follows:

Assets	\$14,263,846.95
Liabilities	9,632,630.05
Surplus	\$ 4,631,216.90

As an illustration of the Company's practice in maintaining its Assets in the United States in years of excessive loss, the following figures may interest Policyholders:

Year.	Assets at 1st January.	Income.	Expenditure.	Excess of Expenditure
1871	\$3,054,361	\$3,163,901	\$5,122,653	\$1,958,752
1872	3,640,450	3,733,101	4,484,999	751,898
1873	4,165,290			

Thus showing EXCESS OF EXPENDITURE in the two years of \$2,710,650
And INCREASE OF ASSETS in the same time of 1,110,929

PROGRESS OF THE UNITED STATES BRANCH.—Net fire premiums: 1848, \$4,519; 1858, \$471,988; 1868, \$1,739,620; 1878, \$2,422,126 1888, \$3,928,010; 1898, \$4,979,422; 1908, \$7,427,617; 1913, \$8,907,895.07

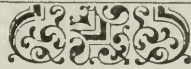
LOSSES.—The amount paid in satisfaction of Fire Losses in the United States in the course of 66 years exceeds \$137,000,000. This large sum in conjunction with the growth of the Company's business, evinces the confidence of the public and the faithfulness with which the Company's losses are adjusted and settled.

PACIFIC DEPARTMENT ESTABLISHED 1852
In Company's New Building
444 California St., San Francisco

ROBERT P. FABJ, Manager
THOS. H. ANDERSON, Asst. Manager

Special Agents:

R. G. BRUSH R. H. ROUNTREE HARRISON HOUSEWORTH LOGAN B. CHANDLER
W. H. RAYMOND CHESTER S. MYRICK F. E. ATKINS GEO. J. JANE



Conflagration-Proof Insurance




Losses paid to date, - - over \$166,000,000

PACIFIC DEPARTMENT

GERMAN AMERICAN. PHOENIX OF HARTFORD

GERMAN ALLIANCE. PROTECTOR UNDERWRITERS



EQUITABLE FIRE & MARINE INSURANCE CO.

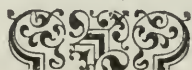
GEO. H. TYSON GENERAL AGENT.
HERBERT FOLGER, ASST. GENL. AGENT

SAN FRANCISCO.

Losses paid in San Francisco, - over \$6,000,000

Total Assets Thirty - Nine Millions

Agents Wanted in every City, town or Village



Representing

The Mutual Life Insurance Company

of New York

You will make money.

The great strength, big dividends and incomparable benefits of the "*oldest company in America*" mean certain success for you.

For Terms to Producing Agents, Address

GEORGE T. DEXTER, 2d Vice-President

34 NASSAU STREET, NEW YORK, N. Y.

GENERAL

In California, communicable diseases average 10,400 yearly, of which 9,360 are tuberculosis. Our medical authority presents no proof that consumption is contagious or infectious. Did you ever hear of a wife who was nurse for her consumptive husband and contracted the disease?

Salt Lake City.—To Uinta Basin, where there is no railroad, a cement company will ship by parcels post, in 50-pound packages, 100,000 pounds of cement. The postage is \$1,080 for the 2,000 packages.

Some 317,000 corporations in the United States pay over \$64,000,000 income tax. This year there will be \$54,000,000 "war" taxes besides.

The Insurance Congress stamps are out. They are of Garrett Brown design and Fair size, and are tri-colored.

Six Billions

American insurance assets of all kinds total \$6,000,000,000. Of this vast amount, \$4,800,000 belongs to the holders of life insurance policies and certificates. Fire insurers have \$850,000,000 assets.

Safety Matches

"Did you know that there has been a eugenic marriage act in force in Sweden for years and years?"

"I don't believe it."

"Sure. They're pioneers in the safety match business."

The poorly advertised Panama-California Exposition at San Diego will open on January 1, as promised.

INCORPORATED 1861**The California Insurance Company****Cash Capital, \$400,000 00****Net Surplus, 191,636 00****Total Assets, 1,141,200 00**E. T. NIEBLING, President
GEO. W. BROOKS, SecretaryW. E. DEAN, Vice-President
J. W. WARNER, Assistant Secretary**HOME OFFICE:** Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.**Special Agents and Adjusters**

A. N. LINDSAY, Seattle LEIGH H. ROBINS, Los Angeles B. A. SIFFORD, Portland

**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."**

Eastern Department, Philadelphia, FRANK C. STURTEVANT, Manager.

Middle East Department, Pittsburg, LOGUE BROS. & CO., Gen'l Agts.

London & Lancashire Fire Ins. Co. Ltd.**Of LIVERPOOL, ENGLAND****INCORPORATED 1861****Capital Subscribed and on Call, \$23,211,180.00****Total Available Assets, 35,096,835.00****Pacific Department, 332 Pine Street, : : San Francisco****SAM B. STOY, Manager**GEO. ORMOND SMITH, Agency Superintendent, *San Francisco*W. B. HOPKINS, Local Secretary, *San Francisco*J. P. YATES, Agency Superintendent, *Los Angeles***SPECIAL AGENTS**—Geo. T. Richmond, San Francisco; N. W. Clayton, Jr., Salt Lake; W. W. Gilmore, Sacramento; G. L. Goodell, Portland; J. P. Hague, Los Angeles; D. H. Parry, Seattle; N. Gardner, Denver.The "London & Lancashire" is a staunch supporter of the agency system and does not write
over the heads of its representatives

Pacific Coast Casualty Company

OF CALIFORNIA

EMPLOYERS' LIABILITY—TEAMS—
GENERAL LIABILITY—WORKMEN'S
COLLECTIVE—VESSELS—ELEVAT-
OR—AUTOMOBILE—PERSONAL AC-
CIDENT—BURGLARY and PLATE
GLASS INSURANCE—FIDELITY and
SURETY BONDS. ∴ ∴ ∴

T. L. MILLER, President

HOME OFFICE:
Merchants Exchange Building
SAN FRANCISCO

LIFE

The Life Agents Association of Southern California is a new broom which expects to sweep clean away rebate and illegitimate brokerages. R. H. Titus is president and W. C. Bryant is secretary. The credulity of life men is touching.

Count your opportunities, not your obstacles.—Vice Pres. Geo. H. Gaston of the Metropolitan Life.

The business of the New York Life has fallen off this year.

HAIL

The hail funds of North Dakota will pay 65 percent of its loss claims. In previous years it has paid 88 and as low as 55 percent. The stock companies pay in full.

BANKERS LIFE COMPANY

DES MOINES, IOWA

Organized 1879

Insurance Issued and Restored,

1913 (Paid for) - - \$60,907,000.00

Increase in Admitted Assets

for Year - - \$ 2,630,411.43

ERNEST E. CLARK, - President



The Pennsylvania

*Fire Insurance Company
of Philadelphia*

Assets Jan. 1, 1914, \$8,002,962.21

Surplus to Policyholders

Jan. 1, 1914, 3,076,053.39

One of the Oldest and Strongest Fire Insurance Offices
in the United States

Pacific Coast Department:

201 Sansome Street, SAN FRANCISCO

RUSSELL W. OSBORN, Manager

S. P. MESICK, Superintendent of Agencies

F. J. AGNEW, " " "

***SPECIAL AGENTS:* A. C. McConnell C. V. McCarthy F. A. Lathrop**

FIRE

George H. Moore, assistant Western manager of the Liverpool & London & Globe at Chicago, has resigned as of January 1, next, after thirty-two years continuous service with the company. On July 1 he was given six months leave of absence to recuperate but finds himself unable to resume work. He is succeeded by H. R. Loudon, deputy assistant, who in turn is succeeded by R. H. Purcell, state agent in the Rocky Mountain field.

An Alabama grocery company sued the Orient for damage by collapse of building. Defense was that fire did not cause the collapse. The Orient won in the supreme court.

The fire marshal's office in New York is paralyzed and may be abolished. It makes no votes.

The Metropolitan Life Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

"An agent is known by the companies he keeps."

CONTINENTAL INSURANCE COMPANY OF NEW YORK

The best company for a policyholder is the best company for an agent.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago

FIDELITY-PHENIX FIRE INSURANCE COMPANY OF NEW YORK

The assured places the responsibility on the agent; a Fidelity-Phenix policy relieves him of it.

HENRY EVANS, President

Home Office:
80 Maiden Lane, New York

Western Office:
137 South LaSalle Street, Chicago

FIDELITY (FIRE) UNDERWRITERS OF NEW YORK

Combine the assets of two of the largest companies with the highest sense of liberality and fairness.

Combined Assets, \$42,586,574

Policyholders' Surplus, \$23,743,555

Home Office:
80 Maiden Lane, New York

Western Office:
332 South LaSalle Street, Chicago



FOUNDED 1806

Law Union & Rock

Insurance Company, Ltd.

OF LONDON

Funds Exceed \$ 47,897,465
Annual Income Exceeds 6,500,000
Claims Paid Over 130,000,000

Union Assurance Society Ltd.

OF LONDON

200th ANNIVERSARY—FOUNDED A. D. 1714

Home Office Statement, Jan. 1, 1914

Capital \$2,250,000
Assets 7,115,990
Surplus 4,570,520

PACIFIC COAST DEPARTMENT

HARRY H. SMITH, Manager

433 California Street : : : San Francisco, Calif.

EDWARD M. BRODENSTEIN, Branch Secretary J. P. CARROLL, Superintendent of Agencies

SPECIAL AGENTS: F. A. STAHL, Northern California and Nevada, San Francisco; NOAH L. NELSON, Northern California, San Francisco; F. F. RICHARDS, Southern California and Arizona, Los Angeles; Oregon and Western Washington, Portland; NYE KERN, Eastern Washington, Idaho and Montana, Spokane; M. B. BOOTHBY, Colorado, Denver.

APPLICATIONS FOR AGENCIES INVITED

SURETY

Col. H. B. Zevely, vice president of the American Surety Co. and manager for the Pacific Coast, was handsomely honored by New York city surety men, by the presentation of a handsome desk set. The event "came off" in the directors' room in the National Surety office. The presentation speech was by Vice Pres. Rathbone. Some two score surety leaders were present.

FIRE

The New Jersey Association refuse to buy war tax revenue stamps, unless their companies agree to charge them to the agents' monthly account. The state insurance commissioner says agents may affix the stamps if their companies pay for them. In Wisconsin insurance commissioner says the companies must pay the half of 1 percent premium tax to help meet the government revenue deficiency. The Middle West underwriters associations have ruled that failure to collect the tax from the policyholders is a rebate by the agent. Various local agents' organizations refuse to collect the tax and threaten suits. Nov. 24.

Among the companies first to notify agents that they would be reimbursed for revenue stamps affixed to policies was the Glens Falls.

There is talk of an Insurance Federation in California.

Los Angeles, Dec. 3. — Fire started on the second floor of the Independent Marketing Co. in the Public Market and cored three buildings.

The Coast Review's Pacific Fire Manual (\$1.50 single copy) is the best on earth.

Alameda, Cal.—During absence of W. L. Post and family, sparks from a grate set fire to their home at 804 Central avenue, but the loss was not great.

MARINE

The Pacific Marine has been licenced in British Columbia, with Leslie H. Wright as "attorney."

COMPENSATION

Connecticut's state commission awarded indemnity for an accident which happened in Canada.

LIFE

A Virginia company with headquarters in Wilson-Bryan Town, the Continental, has increased its capital tenfold to \$300,000. The promoters, managers and owners are from the southy South.

Julius Bohm has finally forsaken life insurance and is up to his eyes (in size) in the casualty pool.

The Union Central discovers no business depression.

Vice Pres. Roche of the Manhattan has returned home from his Pacific Western stir-up ride.

The Wisconsin attorney general has ruled that solicitation of life insurance through the mails by an unlicensed company is illegal. This may hit the Postal Life, a company that gains in new business by reinsuring weak and departing companies.

That little Wichita life company will have a fast steel train take its Castile winsome agents from the Farmers & Bankers office to the Exposition, starting August 6. It will be no dry affair, this excursion of Kansans and Texans.

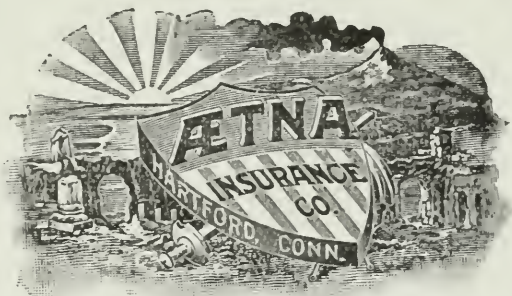
'THE LEADING FIRE INSURANCE COMPANY OF AMERICA.'

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$6,909,389.89

Surplus as to
Policyholders
\$11,909,389.89



Cash Assets Now
\$22,481,250.34

Losses Paid
in
95 Years

\$138,501,348.36

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

W. H. BREEDING, General Agent

E. S. LIVINGSTON, Asst. General Agent

**Main Office, 301 California Street
SAN FRANCISCO**

SPECIAL AGENTS AND ADJUSTERS

J. A. MURPHY, General Adjuster

H. E. O'BRIEN G. E. TOWNSEND. H. F. MILLS. G. S. MARINER. E. V. CULVER, FRED H. ROAD.

This Company has absolutely no connection with any other corporation
bearing the name of AETNA.

MARINE AND AUTOMOBILE DEPARTMENTS

E. S. LIVINGSTON, Marine Superintendent

325 CALIFORNIA STREET

HARTFORD FIRE

Insurance Company

Chartered 1810

FIRE, MARINE AND AUTOMOBILE INSURANCE



Assets, January 1, 1914, \$26,525,973 85

Surplus to Policyholders, 10,048,522 13

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

430 California Street, SAN FRANCISCO

City and Marine Department

441 CALIFORNIA ST.

SPECIAL AGENTS AND ADJUSTERS

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ERNEST E. PRICE, Los Angeles, Cal.

DECEMBER, 1914

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 43d Year

Foreign, \$3.50

Office 1103 Merchants Exchange

Volume 87

San Francisco, California, U. S. A.

Number Six

Entered at San Francisco Postoffice as second-class mail matter

According to the Connecticut insurance report the principal American life companies have about \$604,000,000 in premium notes and policy loans or 14.3 percent of the assets.

‡‡

The life companies of this country have \$134,000,000 real estate or 3.2 percent of the total assets. Taxes and repairs on real estate amount to \$5,000,000 or 3.73 percent.

‡‡

Though the fire loss adjuster is paid by the company his duty to the insured is equal to that to the company; and if he fails in his duty to both, he injures his employer's business.

‡‡

A marine decision in our best Legal Digest.

‡‡

Southern Pacific 4 percents are little less than on January 1st last, despite the war and closed stock and bond exchanges. The operating income for the past fiscal year fell off 3 percent. The surplus fell off more than half.

‡‡

The federal revenue deficiency premium stamp tax should put backbone in underwriters and stiffen rates. The tax may be permanent; it may be increased; war would still farther increase it; and the states may increase their premium tax.

The greatest, bravest navigator this world has produced was Ferdinand Magellan, who sailed westward in search of the Spice Islands in 1519. Observe that these figures may be read also 1915. But though Magellan discovered and named the Pacific Ocean, our Panama-Pacific International Exposition people have made no provision to honor the memory of this great man, for whom a cloud of stars and the strait he discovered have been named. His ship, the San Vittoria, was the first to sail the Pacific and circumnavigate the globe. This great and dangerous voyage lasted three years and one month.

‡‡

The younger man thinks he is growing old when he is merely ill; the elderly man thinks he is merely ill when he is really growing old and infirm.

‡‡

Accident companies have not yet determined which is the more dangerous—to ride in an automobile or to walk across a down town street.

‡‡

After January 1 there will be no politics in the Panama-Pacific Exposition fire protection. The Exposition Company will furnish its own firemen, who are ex-city firemen.

‡‡

More novelties in the life insurance contract are promised for 1915.

INSURANCE OF ALL KINDS

I. W. W. Incendiaries in Nevada

The burning of the Nevada theatre on Brougner avenue, Tonapah, October 29, was a malicious incendiary fire by an I. W. W., who has since confessed that he had no grudge against the owner, nor anyone connected with the building. The fire destroyed fifteen houses.

Three members of the I. W. W. were placed under arrest. Roy Russell, alias Jack White, was placed in jail but has since been released. H. E. McGucken was arrested and was still in jail at last accounts. He was leader of the I. W. W. disorderly crowd last summer and is held as an accessory.

Boris Thomasen, alias The Kaiser, alleged to be a Russian, was given the third degree. He made a voluntary confession giving all the details of the crime and afterwards repeated that confession.

As stated in our last issue, Thomasen was sentenced to twenty years in the penitentiary.

Phosphorus Used

According to Thomasen's several confessions, the firebugs used phosphorus, as the I. W. W. did in Stockton and Wheatland. The phosphorus was wrapped in a wet rag and placed in the corner of the room, in contact with old papers. Phosphorus burns as soon as the moisture in it evaporates. It is said that a speaker on the stage of the theatre was detained by some men who asked questions, in order to gain time for the placing of the phosphorus before the theatre doors were closed.

At 10:30 p. m. the janitor closed up. Thirty-five minutes later the fire was discovered. The incendiary says he placed the package of phosphorus near the entrance and then went to his cabin, and there waited for the alarm which he knew would follow. He says that in about 30 minutes he heard the shots, followed by cries of "fire" and then he rushed to the scene. On the following day, he and five other I. W. Ws. fled to Reno, where they were prepared to start more fires, if that

city, like Tonapah, resented their presence.

Caught, Sentenced and Imprisoned in 15 Days

Thomasen appeared in court on November 12 and pleaded guilty to the crime of arson. The arrest, trial and conviction occurred within 15 days after the fire. The prisoner was brought back from Goldfield at 4 o'clock, Nov. 12. He waived his right to a preliminary hearing, and an information was filed with the district court 30 minutes later. The case was immediately set for hearing within a half hour. At that time the incendiary appeared in court and pleaded guilty to the crime of arson as contained in the information. On the following day at 5 o'clock, the judge sentenced him.

A Socialist

In a conversation with the chief of police, Thomasen said he would not try for a lighter sentence by confessing the names of his partners in crime, as "it is better for one man to serve his time than for a hundred to go to prison." The prisoner is a Socialist. His favorite expression is, "Life is a disease; sleep is the remedy; death is the cure." He also said that if there had been a better water pressure or if dynamite had been used, the poor people would not have lost their homes.

Thomasen came to California from Russia five years ago. He said he had a brother die in a German prison while undergoing sentence for anarchy. Thomasen was employed on the Bank building in Stockton last summer and was suspected of setting fire to several hay stacks in that vicinity.

He was a conceited insurance man, considering himself about the best in the business and without experiencing much cold water upon his egotism, until in a burst of confidential pride he one day said to his crusty old-maid stenographer: "The fact is underwriters, like poets, are born, not made." "There you go again," was her snappy rebuke, "blaming things on women, and this time on your own mother." Now and Then.

Insurance in State and Federal Courts

OUR BEST DIGEST OF RECENT DECISIONS

Marine Insurance in Court

California — *California Canneries Co. v. Canton Ins. Office*, 143 Pac. Rep. 549

Contracts of Insurance—Writings Constituting

A certificate issued to plaintiff by brokers certifying that there was insured with defendant \$8,098 for account of plaintiff on certain cases of canned goods, loss, if any, payable to assured or order on surrender of the certificate, and that it was understood and agreed that the certificate represented and took the place of the original policy, and conveyed all the rights of the original policyholder for the purpose of collecting any loss or claim as fully as if the property was covered by a special policy, direct to the holder of the certificate, did not purport to be, and was not, a contract or part of a contract of insurance, but a mere memorandum that the brokers had effected insurance with defendant, and as it presupposed the issuance of a policy, it necessarily put plaintiff upon inquiry to ascertain the terms of the policy in order to determine what rights were secured thereby to the policyholder.

English Cargo Form—Parol Evidence

In an action on a certificate certifying that plaintiff was insured on certain cases of canned goods on board a steamer "as per policy No. 76,491 (English policy conditions)," subject to all the terms and conditions of such policy, evidence was properly admitted that there was a standard form of policy used by all marine insurance companies, known as the English Cargo form policy, and as to the provisions of such policy.

"Particular Average"

Under a marine contract subject to the conditions of a standard form of policy containing a warranty against particular average, where a part of the goods insured were so spoiled by leakage that they were thrown away, there was no total loss or general average loss, but only a partial and "particular average" loss, which means a partial loss as distinguished from a total or general average loss.

"General Average"

"General average" is a contribution by the several interests engaged in a maritime venture to make good the loss of one of them for voluntary sacrifice of a part of the ship or cargo to save the residue of the property and the lives of those on board, or for extraordinary expenses necessarily incurred for the common benefit and safety of all.

Partial Loss—Entire or Severable Contract

Under a marine contract, containing a warranty against particular average, there could be no recovery for the total loss of a part of the goods, unless the various lots of goods were separately insured, and there was a total loss of one of such lots.

Answer—Admissions

The allegations of the answer that the steamship when she left port with the insured goods on board was in an unseaworthy condition, one or more of the plates in her hull having been weakened and damaged by a collision previously sustained, was not an admission that the collision occurred after its liability arose, so as to permit a recovery for a partial loss, notwithstanding a warranty against particular average, unless the damage was caused by collision.

Evidence that the vessel upon which the insured goods were shipped had been injured in a collision was admissible as tending to show that the vessel was unseaworthy, and that no liability attached, the implied warranty being violated.

Burden of Proof

In an action on a certificate of marine insurance on goods "as per policy No. 76,491 (English policy conditions)," subject to all the terms and conditions of such policy, the certificate should be supplemented by proof of the policy itself if actually issued, or if not actually issued, of the form of policy to which the certificate referred.

Judgment and order for plaintiff reversed.

Fire Insurance in Court

Washington—Bank of Ellensburg v. Palatine Ins. Co., 143 Pac. Rep. 447

Construction of Policy—Parties

The soliciting agents wrote a policy upon an abattoir, loss payable to a bank as its interest might appear. The agents were also the president and cashier, and the owners of nearly all of the capital stock of the bank. On the date of the policy they wrote to the insurer that they had issued the policy, stating that they noticed that abattoirs were not on the prohibited list; that the bank had a real estate mortgage on the premises; that the physical risk was, for one of its class, a good one, and that the moral risk was first class; that the corporation named as owner in the policy had gone out of business, as its president was a very sick man, and the business had been leased to another flourishing concern. The insurance company replied that abattoirs were on the prohibited list, but that, in view of the agents' interest in the property, they would accept the risk, subject to inspection. The policy contained the usual clause against transfer of title or interest. As a matter of fact the insured company had not gone out of business because of the sickness of its president, but because it was insolvent, and a receiver had been appointed for it, and at the time the policy was written the mortgage to the bank had been foreclosed and the decree entered. Held, that the policy was a contract between the bank and the insurance company for the benefit of the former.

Avoidance for Misrepresentation—Materiality

The misrepresentation that the moral risk was first-class, and that the insured had gone out of business, as its president was a very sick man, and the failure to disclose the insolvency of the insured and the foreclosure of the mortgage against the premises were material misrepresentations which vitiated the policy.

This is an appeal from a judgment entered in favor of the defendant in an action to recover upon a policy. The policy runs to Ellensburg Meat Company, a corporation, loss, if any, payable to the

appellant as its interests may appear. It bears date November 21, 1910. On that date E. H. Snowdon and P. H. W. Ross, who were soliciting agents for the respondent, doing business as a partnership under the firm name of Snowdon & Ross, wrote the respondent as follows:

"We do not find abattoirs on your prohibited list. We have bound you \$2,000 on the finest one in this county. Loss payable to our bank. We shall deem it a favor if you will carry this line for us, which we imagine you easily could with your splendid reinsurance facilities. We need the protection. This is not a chattel mortgage. We hold a real estate mortgage on the 28 acres of land on which the plant stands. It is a valuable property and the physical risk, for one of its class, is a good one. The moral risk is first-class. The Ellensburg Meat Company has gone out of business, as its president is a very sick man, but the business is leased to the Kittitas Meat Company, a subbranch of the Carstens Packing Company which is a flourishing concern, doing a good business in the premises of the Ellensburg Meat Company. The risk is shown on the Sanborn map on page 22, block 1001. We have sweetened this risk by a new line on a fine new dwelling and if you do take this for us we will try to reciprocate in other ways."

On November 25th the respondent answered as follows:

"We acknowledge receipt of your favor of the 21st inst., to the effect that you have written a loss of \$2,000 on this risk, loss, if any, payable to your bank. In view of your interest in the property we will accept a risk subject to inspection of Mr. Parkhurst. Also abattoirs are on our prohibited list. See Slaughterhouses."

* * *

The mortgage of the appellant had been foreclosed, and a decree had been entered some months before the letter was written. This fact was not disclosed in the letter. The letter accepting the risk advised that abattoirs were on the prohibited list. The failure to disclose the fact that the mortgage had been foreclosed, that the Ellensburg Meat Company was insolvent, and that its

Fire Insurance in Court

property was in the hands of a receiver, coupled with the statement that the moral risk is "first-class," vitiated the policy.

"Representations to insurers before or at the time of making the contract are a presentation of the elements upon which to estimate the risk proposed to be assumed. They are the basis of the contract — its foundation, on the faith of which it is entered into. If wrongly presented in any respect material to the risk, the policy that may be issued thereupon will not take effect. To enforce it would be to apply the insurance to a risk that was never presented." May on Insurance (4th Ed.) § 183.

We announce a like principle in *Algage Co. v. Corporation, etc., Assur.*, 68 Wash. 173, 122 Pac. 986. While the facts are not the same, we recognized the principle that any fact which rendered a risk more hazardous was a material one. In *Weigle v. Cascade Fire, etc., Co.*, 12 Wash. 449, 41 Pac. 53 quoting from 1 Wood on Insurance, p. 555, we said:

"Where the conduct of the assured, either by acts of omission or commission, are such as influence the insurer in either or any of these respects, it in law is fraudulent, even though the insured did not know that his conduct was of that character, or did not intend to mislead the insurer. It is not essential that the conduct of the assured in these regards should be such as indicate bad faith on his part."

* * *

There is another circumstance worthy of notice. After the property was burned, *Snowdon & Ross* indorsed upon the policy a statement that the mortgage was in process of foreclosure. The property had been sold to the appellant under the decree of foreclosure about two months before the date of the fire. This indorsement was removed by *Snowdon & Ross* when the respondent commenced inquiring about it.

The judgment for defendant company is affirmed.

Cancellation

Insurance agents having authority to select companies and determine the amount

of insurance to be placed in each company on plaintiff's property held to have no authority to cancel a policy.—149 N. W. 147.

Does Not Apply to Standard Form

The rule that policies of insurance should be liberally construed in favor of insured has no application, where the contract is in the form prescribed by statute.—*Rosenthal v. Insurance Co. of North America*, 149 N. W. 155.

Ambiguity

In case of ambiguity in an insurance policy it should be construed in favor of indemnity to insured, rather than as being useless and nugatory.—*Id.*

While Contained In

Where a fire policy on horses, in accordance with St. 1913, § § 1941-43, applied while contained in a described barn recovery could not be had for their loss while away from the barn, on the theory that the parties contemplated their temporary removal for repairs to the barn.—*Id.*

First Assignee Entitled to Policy Proceeds

Where one of several judgment debtors in solido assigned a fire insurance policy subject to the rights of a judgment creditor, and afterwards assigned and delivered the policy to the creditor, and another judgment debtor paid the judgment, held, that the judgment creditor had no title to the policy which he could convey to the debtor paying the judgment, and that the first assignee was entitled to the proceeds of the policy.—*Michel v. Southern Ins. Co.*, 66 So. 302.

Where Mortgagee Forecloses

A mortgagee cannot recover under a fire insurance policy containing the clause required by Rev. Laws, c. 118, § 60, for assignment of the mortgage to the company, where the mortgagee, after the fire, foreclosed the mortgage.—*Canton Co-op. Bank v. American Cent. Ins. Co.*, 106 N. E. 635.

Insurer's Rights

An insurance company must make the election given it by Rev. Laws to pay the amount of the mortgage, and take an assign-

Fire Insurance in Court

ment thereof within a reasonable time, or its right is lost.—Id.

In an action by a mortgagee upon a fire insurance policy, held, that a reasonable time had not elapsed before the foreclosure of the mortgage by the mortgagee within which the insurance company might elect to pay off the mortgage under Rev. Laws.—Id.

Assignment

A company, which had no knowledge of its right to elect to take an assignment of a mortgage under Rev. Laws, or to the facts which created such rights, cannot be held to have waived its rights.—Id.

Knowledge of Local Agent as to Title

Where a company's local agent knew, before the issuance of a renewal policy, that the title to the property had changed, the company was bound by such knowledge, though the policy provided that agents could not waive any provisions of the policy except in writing indorsed on the policy.

Demurrable

Petition, in an action on policy, held demurrable, where it failed to allege that the insured building and personalty were located at the time of the fire as required by the policy.—*Germania Fire Ins. Co. v. Barringer*, 142 P. 1026.

Meat Smoking Does Not Increase Risk

That plaintiff's son-in-law attempted, without his knowledge, to smoke meat in a shed, fire resulting, was no such alteration or increase of the risk with plaintiff's consent, as would avoid the policy.—*Andrews v. Dirigo Mut. Fire Ins. Co.*, 91 A. 978.

Life Insurance in Court

Assignment

Where policy was assigned as collateral security for a note which was several times renewed, additional assignments are not necessary to enable the creditor to recover upon the policy the original debt for which it was pledged, remaining unpaid.—169 S. W. 1028.

Life Insurance in Court

A creditor to whom a life policy was assigned as collateral held entitled to surrender the policy and collect the cash value.—Id.

An assignment of an insurance policy by the beneficiary prior to the insured's death and without his consent, is invalid.

Where insurer set up as a defense that it had made a loan on the policy to plaintiff's son, to whom plaintiff had given a power of attorney, the burden was on the insurer to prove that the son had a right to hypothecate the policy for his own benefit. *Lesem v. Mutual Life Ins. Co. of New York*, 149 N. Y. S. 559.

Catholic's Death Benefit

A death benefit certificate providing that obligations thereunder should cease if the member belonged to a secret, non-Catholic aid association held not forfeited by his membership in a secret aid society open to Roman Catholics, and not disapproved by that church.—*Geronime v. German Roman Catholic Aid Ass'n of America*, 149 N. W. 291.

It Was an Offer of Rebate

Defendant having executed a note for the first premium, an agreement with an agent that defendant should not be required to pay the note if he would assist in procuring other insurance held an offer of rebate in violation of Rev. St. 1911, art. 4954.—*Security Life Ins. Co. of America v. Allen*, 170 S. W. 131.

Funeral Benefits

A corporation executing contracts to furnish members a funeral and all necessary requisites held engaged in writing life insurance.

That a former commissioner had ruled that defendant's business was not regulated by the insurance law did not estop the state or prevent a later commissioner from suing to forfeit defendant's charter on the ground that its business constituted insurance and was unauthorized.—*State v. Globe Casket & Undertaking Co.*, 143 P. 878.

Life Insurance in Court**Surrender While Insane**

Where insured, while insane, surrendered his policies of life insurance, and his personal representatives after his death notified the insurer of their election to rescind such surrender, insurer having refused to pay the policies within 30 days, after such notice and demand became liable under *Vernon's Sayles' Ann. Civ. St. 1914, art. 4746*, for damages and attorney's fees.—*New York Life Ins. Co. v. Hagler*, 169 S. W. 1064.

Fidelity Insurance in Court**Bonded Up to Time of Death Only**

Where the term of service for which a fidelity bond was given ceased on testator's death, his executors could only recover for damages caused by the dishonesty of the employee up to that time.—*Roth v. Massachusetts Bonding & Ins. Co.*, 149 N. W. 143.

Accident Insurance in Court**Sniffing Germs Into the Middle Ear**

Where person, in using nasal douche, sniffed more violently than usual, drawing germs into the middle ear, whence they penetrated into the brain, causing spinal meningitis, held that there could be no recovery under a policy insuring against death from injuries effected through external, violent and accidental means.—*Smith v. Travelers' Ins. Co.*, 106 N. E. 607.

Passenger Elevator Defined

A passenger elevator, within an accident policy giving double indemnity for injuries occurring therein, is one used for passengers though also for freight, and though not of any particular form.—*Wilmarth v. Pacific Mut. Life Ins. Co. of California*, 143 P.780.

Double Indemnity

Under policy providing for double indemnity for injuries sustained while "in" a passenger elevator, the insurer was liable for the double indemnity, where insured sustained injuries from which he died while alighting from a moving elevator.

Accident Insurance in Court

Under policy providing double indemnity for injuries while in passenger elevator if moving cause of death originated in elevator, held that double indemnity was recoverable though death was caused by a subsequent fall down the elevator shaft.—*Id.*

Occupation

A change in the occupation of assured from a receiving clerk to foreman, classed as more hazardous, is not shown by proof that assured, who performed the duties of his occupation, was accidentally killed while temporarily directing other men as to their duties.—*Redmund v. United States Health & Accident Ins. Co.*, 148 N. W. 913.

Office Duties Only

The use of the term "office duties only," in describing the occupation of one insured, does not necessarily limit the risk to accidents occurring in the office where his duties are generally performed.—*Id.*

Physical Facts

In an action on an accident policy, a verdict of accidental death, where the insured, who was right-handed, was shot in the left temple with a pistol he was cleaning, held not contrary to the physical facts.—*Pagel v. United States Casualty Co.*, 148 N. W. 878.

Appendicitis

Where policy stipulated for payment of a specified sum on his death following total disability resulting immediately and continuously from accidental injuries, and insured continued working after his injury for several days, and was then operated on for appendicitis, and died, his death was not within the policy.—*Mullins v. Masonic Protective Ass'n*, 168 S. W. 843.

Appraisers—Umpire—Award

An agreement that the appraisers should submit their differences to an umpire means that, on failure to agree on certain items, they should be submitted to him for his independent judgment.

An award under an insurance policy may be set aside on a showing of refusal to con-

Accident Insurance in Court

sider a material part of the property lost, an intent to make the award so low that the insurer would not object, a requirement of the appraisers that the umpire confine his estimates within the limits fixed by them, and an allowance of less than one-half of the loss.—*Kirkham v. German American Ins. Co.*, 141 P. 1012.

Principal and Agent.—State agent for insurance company who in settling with local agent took note payable to himself held entitled to sue thereon, in his own name, without joining the company. 169 S. W. 554.

Automobile Theft.—In an action on a policy insuring an automobile against loss from theft, held that insured had to prove his case only by a preponderance of the evidence.—*Valley Mercantile Co. v. St. Paul Fire & Marine Ins. Co.*, 143 P. 559. Insured had the burden of proving every element of larceny within the code.—*Id.*

Until Notification of Acceptance

A provision in a fire policy that it should not go into effect until after the insured had notified the insurer of acceptance is binding upon the insured. — *Miller v. Assured's Nat. Mut. Fire Ins. Co.*, 106 N. E. 203.

Blanket Policy

A policy for "\$5,000 on their unginmed cotton while contained in six frame warehouses, * * *" without placing any specific amount on each warehouse, is a blanket policy.

Faithful Record

A provision of a fire insurance policy that the insured "will keep and produce a faithful record of all cotton received and sent out" refers only to future transactions.

Substantial compliance with a fire policy provision that the insured will keep and produce a faithful record of all cotton received and sent out is sufficient.—*Scottish Union & National Ins. Co. v. Moore Mill & Gin Co.*, 143 P. 12.

An Insurable Leasehold Interest

Where plaintiff leased certain land with the right of occupancy and with a provision that any improvement at the end of the lease should revert to the owner of the property, and he had the right of occupancy of the entire premises, it constituted a leasehold interest which is insurable.—*Home Ins. Co. of New York v. Coker*, 142 P. 1195.

Fraudulent Claim

Cal. Pen. Code, § 549, making it an offense to present a fraudulent claim on an insurance policy, is not limited to the presentation of such claims to courts, but includes presentation to any person or corporation.—*People v. Panagoit*, 143 P. 70.

Evidence of the general reputation of a corporation for doing insurance business was sufficient proof of its corporate capacity, in a prosecution for fraudulently presenting a false claim of loss to such company, in violation of law.

False Statement

A statement in the application that the insured property had not been used more than seven years was false so as to invalidate the policy, where the application also stated that "seasons in use mean all seasons since first use," and the property was first used more than seven years before.

A false statement in the application to the effect that the insured property cost \$1,200 in cash, instead of only \$250 not in cash, held to invalidate the policy. — *Craddock, Vinson & Co. v. Connecticut Fire Ins. Co.*, 169 S. W. 1015.

Honolulu.—Zeno K. Meyers, who recently visited California, says the tourist travel to the Islands will certainly soon increase. He favors a training school for young men to solicit and handle the tourist traffic, with San Francisco as a basis. We are waiting until the flying machine is perfected.

A broken motorcycle was being repaired at 723 Clayton st., San Francisco. The gasoline tank caught fire and exploded and did \$700 damage to the house and more to the feelings of the owner, Arthur Fontozzi.

Reinsurance Contract

A contract of reinsurance is merely one of indemnity of the first insurer, and creates no privity of contract between the reinsurer and the person insured. — *Weil v. Federal Life Ins. Co.*, 106 N. E. 246.

An insurance company cannot transfer its liability to another company by reinsurance and compel the policyholders to accept the new company as insurer, but such policyholder may elect to repudiate or accept the reinsurance.—*Id.*

Nephew Beneficiary Lost

The Western Indemnity of Chicago issued a life policy in Kentucky on the life of a man with his nephew as beneficiary. The Illinois law prohibits such a contract but the Kentucky laws do not. The Chicago company refused to pay. The Kentucky courts held that the laws of Illinois do not apply to Kentucky contracts. The supreme court of the United States has since ruled that the defendant company is not legally bound to pay.

Automobile.—Automobile companies ought to be willing to contribute to Santa Claus this year. The Indianapolis appellate court has ruled that they are not responsible for losses, damages, theft, robbery or pilfering while the machine is being operated by a "joy rider," who "does not intend to steal."

Real Estate.—A landowner held liable to a broker employed by his agent, without his authority, for the commission agreed on between the agent and the broker, where he accepted the purchaser with knowledge of the unauthorized dealings.—143 P. 829.

Stockton Rates Lowered.—Improved fire fighting facilities by the purchase of four new auto fire engines have secured for Stockton, Cal., an average reduction of 10 percent of the rates in the business section.

What Is Burning.—Feed stables and barns, feed stores, hotels, dry kilns, club houses, school houses, college buildings, dwellings in extraordinary number, business buildings, saw mills, lumber plants, railroad property, factories, theaters, department stores, warehouses, lime plants, cider mills,

men's clothing, dry goods, machinery, hay, foundry, cotton and cotton seed, drug stores, mortuary chapels, movies, steamships, paint shops, boarding houses, hay presses, groceries, sash and door factories fruit driers, "bleachers," halls. These facts are compiled from fires reported in the daily papers.

Our Exchanges

"Assurance," a monthly accident, so named because its owner and editor had it to spare. Editorial flavor is "nutty." The associate editor is hospitable with his "loose change." The news editor always has a vacation.

The Market World and Chronicle, of New York. This a weekly for serious men of good gray matter. Not easily quotable but always worth careful reading and long preserving. Fills a field of its own.

Fire.—An English town has insured its corporation property against war risks.—A British proclamation prohibits any reinsurance with any company of the enemies' countries.—Turkish property is largely covered by companies of the triple entente countries, with which the Sublime Porte is now at war.—Arthur Hawxhurst of Chicago is of opinion that the companies should pay the "war" tax; which opinion is discounted by the fact that he is insurance manager for a mercantile house which pays yearly a big total for fire insurance. Arthur hasn't yet said that the express, telephone and telegraph companies should pay "their" war-taxes.

Marine.—In the fiscal year ending June 30 the number of new ships was 713, with a gross tonnage of 2,020,185. This is an average of about two new ships every day. About 3 out of 5 were for the British empire.

Stamps.—When you buy sheets of government stamps, examine each sheet, lest some of the stamps be torn or only fragments.

Our Dictionary

Republic: A government in which the minority has no rights which the majority is bound to respect.

Potter & Sons Get the Firemen's and the Eastern Underwriters

The Firemen's of Newark has appointed Edward E. Potter & Sons general agents for this Coast. This firm also gets the general agency for the Eastern Underwriters (Camden Fire Assn.). The territory is California, Oregon and Washington.

Miller, Henley & Scott Get the Firemen's Underwriters

The Firemen's Underwriters, which does the fourth largest "underwriters" business, will hereafter be represented in this field by Miller, Henley & Scott, who also represent the British America and Western Assurance.

The Potter Agency Will Join the Board

Edward E. Potter & Sons will join the Board of Fire Underwriters of the Pacific. This agency, always conservative in the matter of rates, now represents the Glens Falls, the Security, the Girard, the Firemens, the Eastern Underwriters and the New Haven Underwriters.

The Stamp Tax on Fire Policies

Express, telephone and telegraph companies collect the new federal revenue deficiency tax from the senders of packages and messages.

In some localities agents and brokers are objecting to the collection of the stamp cost from the insured. There is also official objection to the collection of the cost from policyholders, in two or three states. Ins. Commissioner Ferguson of Oregon issued a pronouncement to the effect that the companies must pay for the required stamps, but his ruling had no legal leg to stand on.

The fire companies were within their legal rights when, as other corporations are doing, they required the individual to pay the stamp tax. This new cost is not an element of the present fire premium. To the individual policyholder the added cost is nominal and easily borne. To the companies the total stamp cost may equal the entire underwriting profit for the year.

A number of companies, however, notified their Denver agents that they will bear the cost of the required stamps.

[It was later agreed by the companies to temporarily bear this revenue tax, as in 1898.]

Wisconsin and Michigan insurance departments also have ruled that the companies cannot pass to the policyholders the federal half of one percent tax on premiums.

The marine companies are collecting the stamp tax only on time policies.

The New Jersey insurance commissioner has ruled that it is unlawful for an agent to pay the stamp tax out of his own funds, but that he may affix the same and charge to the company.

The casualty companies are paying the stamp tax on policies.

Alturas, Dec. 1.—In a spectacular fire featured by the explosion of a large tank of gasoline, thirty automobiles were destroyed and several places of business burned late yesterday afternoon. The loss is estimated at not less than \$80,000.

Frederick L. Hoffman's suicide statistics for 1913 puts San Diego on the lead with a rate of 47.7 per 100,000 population, and San Francisco is next with 45.1. For 1903-1912 San Francisco leads with 49.0 and San Diego with 41.3. Is this high rate due to the fact that these ocean-facing cities are jumping-off places? New York and Chicago, of course, lead in the number of suicides. Desperate people usually flock to large cities.

Obituary. — Col. Robert B. Beath, once commander in chief of the Grand Army of the Republic, president of the United Firemens, died aged 76, last week. Col. Beath visited San Francisco many years ago.

The Order of Aztecs has joined Montezuma on his "bed of roses."

San Francisco

Life.—The Life Underwriters Association of San Francisco held a regular meeting and dined, December 10. H. V. Havner of the Union Central, A. F. Smith of the Bankers, and Eugene R. Ellis of the Penn were elected members.

Gives Up Insurance Policies.—Dr. J. Wayne Gordon Martin, beneficiary of his contract wife's insurance, has given up the policies, saying that he believes that she committed suicide. He is in the city prison.

Compensation.—West Virginia went into state compensation with a rush but now it stands on thin ice over insolvency. Losses would not stay put within the rates collected. — The Washington fund exists because there has been scaling down of claims. Injured workmen say they are urged to take less than their dues, quite as much by the state compensation as by aforetime stock company adjusters.

Betterment of Life Insurance Service.—Topics and speakers at the eighth annual meeting of the Association of Life Insurance Presidents December 10th and 11th, are:

“Relation of Life Insurance to the Credit Fabric of Business”—Hon. A. Barton Hepburn.

“Response of Our Educational Institutions to Present-Day Business Needs”—John H. Finley, L. L. D.

“The Increasing Need for Insurance of Women”—Herbert C. Cox.

“In re Prevention of Verdict *before* Trial in Life Insurance Cases”—W. H. Davis.

“Safety First in Life Insurance”—John B. Linger.

“The Insurance Department as an Educating Force”—Hon. J. S. Darst.

“Some Observations on Supervision”—Hon. Frank Hasbrouck.

“The Relation of Sanitary Engineering Works to Public Health”—Rudolph Hering.

“Live a Little Longer — The Rochester Plan”—Miss M. E. Bingeman.

“Can Insurance Experience be Applied to Lengthen Life?”—Arthur Hunter.

Great Life Exhibit at Panama-Pacific Fair

The social economy section of the Mines building at the World's Fair will contain a huge special life insurance exhibit by the Prudential Insurance Co. This exhibit will cover 4,000 square—equal to 63 x 63 feet. There will be 40 charts illustrating Prudential business methods, the evolution of both industrial and ordinary policies, and the plan of retirement; 56 charts illustrating occupations and mortality; and a third section, with 64 charts, giving facts of mortality in our Western half-sphere. Various governments have co-operated. The sanitation of the Panama Canal Zone is illustrated in an interesting way. Some 40 charts display the history of insurance since 1,000 B. C., down to the Prudentials' beginning of industrial insurance. The model of the Rock of Gibraltar will be one of the drawing features.

Los Angeles.—Arthur W. Bull, realty promoter, was found guilty of obtaining \$640 by false pretenses.

Los Angeles.—Jitney busses, the 5 cents a ride autos, furnish a competition which makes some of the street-car lines unprofitable. There are 95 auto busses licensed in the city, but they do not run on schedule nor to the ends of the streets. Value of realty is being lowered by the discontinuance of street car service.

American of Arizona.—Three men in Illinois are under arrest on a charge of using the mails to defraud, by misrepresenting the stock of the “American Assurance Co. of Arizona,” a holding company for an Indiana life company.

Industrial Accident Test.—Several corporations are testing the California industrial accident act in the supreme court.

As Ever Expected.—The Central Union Fire of Kansas City will quit business, after reducing its capital.

Spokane.—The Orpheum theatre has “closed down” because of lack of patronage.

The Pacific Fire manual tells the agent just what to do.

Niagara Fire Reinsures the Citizens Fire of Baltimore

The Citizens Fire of Charles Town, W. Va., was purchased by a Baltimore bonding company and its capital increased to \$1,000,000. This purchase was made, it is assumed, in the expectation of securing and holding additional agency representation for the bonding company.

The experiment seems to have been a failure. The Citizens Fire had a 61 percent loss ratio and a 53 percent expense ratio in 1913, and it is probable that the 1914 experience has been bad. Anyway, the business has been reinsured by the Niagara Fire Ins. Co., which is represented on this Coast by Edwin Parish. In this field the Citizens Fire, which only recently began business in California, wrote some \$10,000 in the agency of Macdonald & Miles last year.

Panama-Pacific Insurance Club.—One hundred insurance and affiliated organizations will hold their 1915 meetings in San Francisco. More than 150,000 insurance men will visit San Francisco during the Exposition. Entertainment must be provided for them, and especially for the insurance convention scheduled to meet here. A movement has been started to organize an insurance club. A committee was formed, representing the San Francisco Life Underwriters Association; Board of Fire Underwriters of the Pacific; Casualty Underwriters Association of California; Fire Underwriters Ass'n of the Pacific; Insurance Brokers Exchange and Surety Underwriters Association of California. This committee met and unanimously approved the formation of the club, and some thirty-five men immediately signified their willingness to join. A committee of nine was appointed to proceed with definite plans of organization.

President Medcraft of the Fire Underwriters Association of the Pacific gives preliminary notice to all members that the 39th annual meeting will convene at 10 a. m., on Tuesday and Wednesday, April 20th and 21st, 1915. This date coincides with "Insurance Day" at the Panama Pacific International Exposition in San Francisco.

\$1,000,000 Capital

The Standard Accident of Detroit is transferring \$500,000 of its surplus to capital, making the latter \$1,000,000. This company has a perpetual charter and is very successful. The surplus represents thirty years' profits. Clarence Briggs represents the Standard on this Coast, and does an increasing business for it.

Ordinance Unconstitutional. — The supreme court of California on Dec. 11 ruled that the Los Angeles occupational tax ordinance, levied on banks, insurance companies and their agents is unconstitutional because it conflicts with the state corporation tax law. The ordinance taxed insurance companies \$10 per quarter. The city's contention was that it taxed agents and not companies. The ordinance is an old one.

Life.—The Manhattan Life wrote more in ten months of 1914 than in all of 1913.—Those who have given their thought and efforts to agency work have been conscious of the fact that every interview, or every call, or every hour which a representative spends in active solicitation of life insurance must mean an average monetary return. It has remained for the Phoenix Mutual by means of its "Efficiency Staff" to demonstrate this fact during the last two years as a result of the statistical reports furnished by a group of field men. It was determined that during 1913 a group of leading field men of this company earned \$2.40 for every interview which they made, the value per interview being reckoned in first premium commissions. This group paid for over \$3,000,000 of new business in 1913. A similar group of leading field men of this company earned \$2.69 for each interview which they made during nine months of the current year.

Honolulu, Nov. 28. — Mauna Loa is in eruption, the first time in seven years. Lava is flowing down the side of the mountain.

The Manhattan Life will show a handsome increase in new business for 1914.

Acknowledgments

Part B of 55th Annual Report of Superintendent of Insurance of State of New York. This volume is entitled "Miscellaneous." It is a book of 1221 pages, and is a work of great value to the higher-ups in the business. The contents include reports on official examination, and extracts from rules and opinions. Examples: Life insurance companies may purchase renewals; expense of collecting renewals may be charged to estate of a deceased agent; no gross payment in lieu of renewal of commissions; gift of button allowed; banquet to agents and presents of jewelry are prohibited; commission to salaried clerk is a rebate.

Part III of Superintendent Hasbrouck's Annual Report is devoted to casualty, credit and title companies. It presents a list of 37 casualty companies that have retired since 1860.

In part II the superintendent prints as usual, the list of life companies which have withdrawn from New York since Jan. 1, 1860. Forty-eight are New York companies which have gone out of existence, four are foreign companies which have gone out of existence. Twenty-nine are other-state companies which have ceased to exist; nine are companies which withdrew since 1906. The total of permanently retiring life companies is eighty-one since 1860.

The 22nd Colorado Insurance Report, by Commissioner S. Epstein, gives the 1913 fire premiums as \$3,154,335 and the life premiums as \$5,628,719 and the miscellaneous premiums as \$1,324,359. During the year ten fire companies withdrew. Of these eight went out of business. Five miscellaneous and five fraternal also withdrew.

Colorado is growing notwithstanding its recent labor troubles. The fire risks written show an increase in amount in the past five years.

Liberal War Policy. — The Prudential of England, as we read in the Review of London, issues a £10 war policy, payable at the expiration of 15 years or at previous death. For each £10 of insurance without the

profits the annual premium at all ages from 18 to 45, during the continuation of the war, is £1 5s, and after end of war, 12s 6p.

Mutualization of the Prudential

In an overwhelming manner and by a vote conservatively estimated as representing about one half of the total of 5,000,000 or 6,000,000 persons eligible to ballot on the subject, the mutualization of The Prudential Insurance Company of America was approved on Monday, December 7, by the policyholders of the big corporation. Only 208 votes were cast against mutualization while 940,797 offered themselves by proxy and in person as in favor of the movement to mutualize. General William C. Heppenheim, of Jersey City, was selected as chairman of the policyholders' meeting. All the officers and directors of the company were present, as was also Commissioner LaMonte of the New Jersey department of banking and insurance. The report of the appraisers appointed by Chancellor Walker, which fixed the value of The Prudential stock at \$455, on a par of \$50, was first read, being followed by the report of the stockholders meeting, at which unanimous endorsement of mutualization was given. The polls were then declared open. At the end of an hour the polls were closed and the vote announced.

Zeno's Achilles Puzzle

One of Zeno the ancient Greek philosopher's four arguments against the possibility of motion was this: Suppose Achilles to run ten times as fast as a tortoise, yet, if the tortoise has the start, Achilles can never overtake him; for, if they are separated at first by an interval of a thousand feet, when Achilles has run these thousand feet the tortoise will have run a hundred, and when Achilles has run these hundred the tortoise will have got on ten, and so on forever; therefore Achilles may run for ever without overtaking the tortoise.

The enterprising Pacific Mutual News of December 31 is devoted to Washington, D. C., by Forbes Lindsay.

FIRE AND MARINE INSURANCE

Merchant Marine

In round figures the merchant marine tonnage of the five chief shipping nations is—

England	20,432,000 tons
Germany	5,100,000 tons
Norway	2,458,000 tons
France	2,201,500 tons
United States	1,999,000 tons

Inland marine, lake and river, is not included. Some time before the Civil War the flag of the United States flew over every sea. Our fast clipper ships had a world-wide reputation. The New England states built the wooden sailing ships and did the ocean carrying trade of the country. The tariff acts were then enacted, it is asserted by a well known historian, by a hostile majority, to cripple the shipping industry monopolized by a single section. True or untrue as this may be, the tariff did kill the shipping industries and interests of the country. The tariff multiplied industries and raised prices, but shipping failed because with increased costs it could not and still cannot compete for ocean business with countries with lower wages and costs and with subsidies. This country can have no great across-ocean shipping while denied subsidies equal to the protective tariff and plus the highest subsidy paid by any foreign competitor. He is an ignorant voter who thinks otherwise.

War Risk Business

Washington, Dec. 11.—War risk insurance amounting to \$15,251,261 was written by the federal war risk bureau from September 2 to December 1, according to the bureau's first statement of its work made today to congress. Premiums paid amounted to \$208,759. No losses have been paid to date, but claims have been made for about \$5,000 worth of losses. Of the insurance written a little more than \$10,000,000 was on hulls and nearly \$5,000,000 on cargoes. The expenses of the bureau for three months were \$3,800.

Fire Companies Will for the Present Pay the New Revenue Tax

The National Board has announced that while counsel say the intention of the revenue law is to impose the policy stamp charge on the policyholders, many insurance commissioners have ruled to the contrary and cannot suspend such ruling until a legal decision supports the contention of the companies. A test case will therefore be carried up to the federal courts. Meantime the companies will provide the revenue stamps. The law expires December 31, 1915, and with the co-operation of the insurance commissioners it is hoped to get a judicial decision before that time.

Handsome New Offices

The Caledonian, Caledonian-American and Aachen & Munich, for which A. C. Olds is Coast manager, now occupy new offices at 108-110 Sansome street, San Francisco, in a first rate building, facing the west, and well lighted. The general aspect is cheery indeed, but of course Archie Olds is always and anywhere cheerful. The new offices of this Coast department are much more desirable than those recently occupied.

Western and British America Assurance Companies

Sir Charles Johnston, who was elected last month Lord Mayor of London, has accepted a seat on the London boards of the Western and British America Assurance Companies. These old-established Canadian companies are exceedingly well known in Great Britain and held in high esteem by British insurance men by reason of their careful and conservative management. — The Chronicle of Montreal.

The city and county of Honolulu covers the whole island Oahu and is said to contain about 60,000 inhabitants. Not fewer than 50,000 visitors in 1915 are expected. Temperature ranges from 60 lowest to 87 highest.

How to Reduce Office Expenses

As local agents quite frequently unnecessarily increase the expense of conducting the office, whether it is the home office or one of its departments, this article is written to call attention to two important factors in causing unnecessary expense without a resultant good.

The first will be "Lost Policy." As a general thing local agents seem to be somewhat confused over what should be done when an insured states that his policy has been lost or mislaid and asks for a new policy or some evidence that his interest in certain property is fully protected. In most cases the agent has the insured sign a lost-policy receipt and issues a new policy, either as a duplicate of the original or for the unexpired term of same. In doing this he has to make an entry on his records for the lost-policy receipt and also for the new policy he has issued. He mails either the home or department office the lost-policy receipt and the daily report for the new policy. As the new policy is written either for the premium or the unearned premium under the old policy, neither the local agent nor the company is benefitted thereby — no money exchanging hands. Not only is there no income from the transaction of the company, but on the contrary there is an expense of practically \$2.50 for putting the lost-policy receipt through its books and an additional \$2.50 for also recording the daily report, making a total expense of \$5.00 for the transaction.

Now, the proper way to dispose of the insured's request would have been to write either to the department or home office to which the agent reports his business and request that a duplicate policy be issued and forwarded. The expense to the company would be the cost of the policy blank and the time to write the policy. No entry would be made at the department or home office, except a memorandum that a duplicate policy had been issued. This could be done with very little cost to the company, and none to the agent.

It is requested, therefore, when duplicate policies are required that the agent send to the department or home office for a duplicate.

The second item of expense is "Cancellation of Policies Not Taken." The number of policies sent to the department or home office cancelled "Not Taken" is growing daily, and is a source of not only expense, but anxiety on the part of the managers of the company, owing to the fact of increased liability, and, consequently, the possibility of increased losses.

The daily report for a policy is received and placed on the books of the company at an expense of about \$2.50, and the policy is returned for cancellation; it has to be made a matter of record at a further expense of \$2.50, making a total expense of \$5.00 without deriving any income from the transaction.

In addition to this, the company has, with its nearly seven thousand agents, a liability which undoubtedly produces more loss, as the property described in many of the policies is burned before the policies would be sent in as cancelled.

It is, therefore, absolutely necessary that local agents should exercise some care and judgment in the issuance of policies, and when issued, not continued in force longer than a reasonable time—as the insured should know at once, or at least within ten days, whether he needs insurance or not. Last year at the home office there were 8,829 policies cancelled. Many of them were cancelled "Not Taken" without the payment of a dollar of premium, consequently, were a dead loss to the company.

It is requested from now on that when you write a policy you have some assurance, at least, that the earned premium on the policy will be paid if the policy should be cancelled.—Fireman's Fund Record

Electric Wires in the Christmas Tree

Electric lights on the Christmas tree are dangerous, too. In an Oregon town a short circuit of the wires set fire to a school tree and its tinsel decorations, and also ignited the dresses of the children who surrounded the tree. One of the pupils rolled the children on the floor and put out the blaze. He had been taught to do this by the town fire marshal who a week before had addressed the school children on the subject of fires.

Lynched

This autumn, according to a press report, two harvest hands, I. W. W. probably, were caught in the act of firing a threshing outfit. They were immediately lynched by a mob of indignant farmers. Stockton and Tonopah should inquire whether this "medicine" cured the I. W. W. "disease."

Butte, Mont., Nov. 30.—Butte Country Club house; loss \$20,000, covered by insurance.

Portland, Nov. 29.—Fire at 261 14th st., damaging rooming house.

General rains have reduced Coast fire losses in the past few weeks.

OUR FIRE WASTE A NATIONAL DISGRACE

By Col. Sam F. Woolard, Chairman of Fire Waste Committee of Trans - Mississippi Commercial Congress, and a member of the Fire Prevention Committee of the World's Insurance Congress

The meaning of the World's Insurance Congress should be plain to all, yet to sum it up in a few words, its object is a general consultation and an exchange of ideas on subjects in which all branches of insurance are alike interested.

My belief is that the one subject of most importance to all insurance people, and of most vital interest to the general public, is Conservation along the lines of fire prevention and fire protection, accident prevention and health conservation.

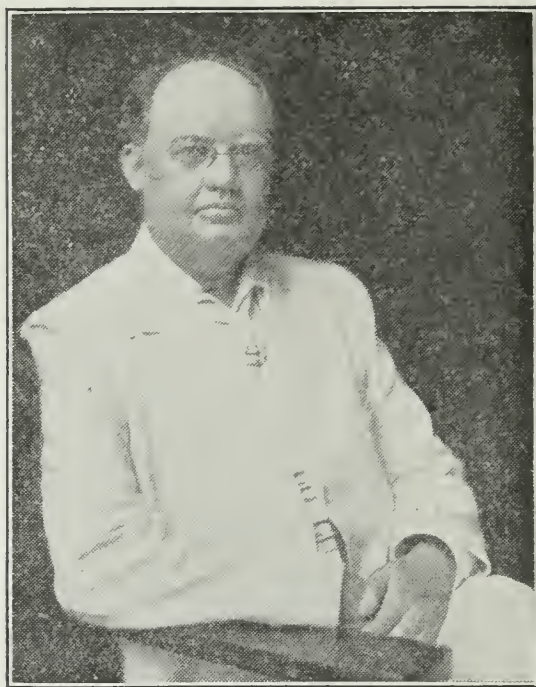
"Safety First" must be the watch word of the people of the world if they would lessen the loss of human life, the depletion of our national wealth and of our energies and the undermining of our endurance, all of which are on the increase from a great number of causes brought on by lack of education and a carelessness and indifference to the rights of others.

Much splendid work is being done along these lines. The medical profession is earnestly seeking to know the "cause" of the disease and its preventives. In fact, millions of dollars are being spent along this line of scientific investigation the world over. All governments through their greatest minds are seeking the best methods to conserve the natural resources of the country.

Fire

The writer's direct interest is in the conservation of life and property from the ravages of the fire fiend. The expression is still trite that an ounce of prevention is equal to a pound of cure.

"Safety First." All insurance branches should be deeply interested in fire prevention. The life companies on account of the great loss of life in fires, reaching thousands annually. The accident companies on account of the tens of thousands annually injured by fire. The fire insurance companies on account of the millions of dollars



paid in losses annually on account of fire. The general public on account of the enormous drain it is making on the world's reserve, both in men and money.

We are all aware of the fact that there are two causes of fires which destroy property. One is strictly the act of Providence, hence unavoidable by man in so far as the origin is concerned, yet it is within his power to keep the losses within the minimum by adopting all means of fire protection in the way of proper construction and providing the best fire fighting facilities.

90 Percent Preventable

The second cause is produced by man's act, either intentional or unintentional, and many authorities believe that ninety percent of fires can be prevented. We will all agree that preventable fires are a crime because the courts of our land say that the destruction of life and property constitutes a crime. The act of destroying property or taking life has the same effect upon the property or upon the victim whether premeditated or accidental. We should be held responsible in either case, and in many countries the man or woman, who through carelessness or premeditation is found guilty is in some way punished. To emphasize

this statement, in other words to give you proof as to the laws of some foreign countries and the way they are enforced, I beg to quote an interesting account of a fire in Germany, and the rigid inquiry into the cause and the penalty imposed on those who violated the laws for the safeguarding against fire:

Fire in Berlin

"An American gentleman, living with his family in Berlin, was one morning awakened by the smell of smoke in his apartment, and found that a fire, originating in a room overhead, was eating its way down through the ceiling of his dining room. The fire was extinguished with a chemical apparatus without any water damage and without needless destruction of walls and furniture, and before the firemen left they had removed every trace of debris and scrubbed the floor in the room in which they had worked.

Meanwhile a careful investigation was made by officers equipped with note books, not by asking questions of tenants or gossiping with servants, but from personal observation. Next morning the gentleman who had turned in the alarm was sent for and conducted before a fire marshal, or equivalent officer with inquisitorial powers. That he had important engagements elsewhere counted for nothing. Public business never waits on private convenience in Prussia. He was asked all sorts of questions which he was able to answer satisfactorily. The fire was known to have originated from a hot lump of coal which had dropped from a laundry stove in the attic and rolled upon an unprotected wooden floor.

The tenant showed that the stove was an appointment of the building, provided by the landlord, and that it was neither his duty nor his privilege to change it. Then the landlord was called. He showed that he had recently purchased the building, under the usual guaranty that all laws and ordinances had been complied with in construction and appointments; that he had neither set nor moved the stove in question, and that his attention had not been called to any condition involving fire risk. This was not considered quite satisfactory and

he was told to await further instructions. Then the builder from whom the landlord purchased was called. He had to admit that he, as builder, was responsible for the setting of the stove as the police had found it, and that he had violated the law in neglecting to provide a suitable metallic hearth, of the required kind and dimensions, between it and the floor. For this he was held culpable.

The assessment against the builder began with the estimated cost to the city of responding to the alarm and extinguishing the fire, including the damage to the furniture and property of tenants, and was rounded by an exemplary fine of 500 marks as a reminder that laws are enacted for a purpose, and carry substantial penalties for their violation. The damage to the building was not included in the assessment against the builder. It was held that while the owner had not committed the violation of law which caused the fire, he had been negligent in not discovering and correcting it, and for this reason he should pay for his own repairs and stand charged with a knowledge of his duty in like cases.

Carelessness

Instead of making a hero of the man who has a fire caused from carelessness on his part and passing the hat for his benefit, let the proper punishment follow and we will soon awaken to our manly duty toward public welfare.

Whether a fire is caused by directly and intentionally applying the match or by poor building construction or the careless handling of explosives or the use of other than a safety match, we are responsible to the general public, and it should be considered a moral responsibility even if not amenable to law. Yet it is to be hoped that our laws will cover such cases before the end of many years.

The careless leaving of a lamp where it could be kicked over by a cow is the accredited cause of the great Chicago fire. The careless smoking of a cigarette in bed was the cause of the Cripple Creek, Colorado, conflagration, and the loss of the life of the said cigarette smoker, as well as the loss of the lives of many others, the wrecking of

homes and the destroying of millions of dollars in property values.

Fire Insurance Losses Paid

During the thirty-four years from 1880 to 1913 inclusive, the fire losses paid by the fire insurance companies in the United States amounted to \$3,054,745,850. In 1913 alone the insurance companies paid a total loss in the United States of \$158,157,414.

While these sums are large, yet they do not begin to cover the total loss to property by fire, because there were millions and millions and still more millions in dollars value of property that burned during those years, on which there was no insurance. Consequently we have no definite record as to the gross amount of loss by fire, but authorities agree to an estimate of one-third more each year than the amount paid by insurance companies. [This is a great under-estimate.—Ed. Coast Review.] Each year seems to show an increase over the previous year and the result is that our per capita annual loss is estimated to average more than two dollars for each man, woman or child in the United States, while in Europe the per capita loss is only 30 cents, which is about one-seventh of the appalling amount paid by the people of the United States. [Buildings in Europe are mostly of brick and stone.]

New York has more fires annually than all the capitals of Europe combined. Sometimes it is a good thing to make comparison, and I am going to quote from a report of the committee on Statistics of The National Board of Underwriters: "Our per capita loss for 1913 amounted to more than two dollars. For the same year, per capita of Austria, 25 cents; England, 33 cents; France, 49 cents; Germany, 29 cents; Ireland, 28 cents; Italy, 25 cents; Norway, 32 cents; Russia, 89 cents; Switzerland, 15 cents, and in the Netherlands, 11 cents.

Our per capita losses in a few of the larger cities in 1913 were as follows: New York \$1.36; Chicago \$2.25; Philadelphia \$1.33; Boston \$5.79; Baltimore \$1.84; Cleveland \$1.30; Cincinnati \$2.71; Detroit \$2.96; Milwaukee \$2.35; Minneapolis \$1.79; New Orleans \$1.47; Pittsburg \$1.28; St. Louis \$2.38; San Francisco \$2.27; Washington

\$1.41; Los Angeles \$3.29; Kansas City \$4.08. An unknown percentage of our losses are incendiary, consequently we will not hazard a percentage estimate, but the origin from carelessness seems to be pretty satisfactorily agreed upon.

Royal Exchange Assurance

This old British fire office now has \$35,000,000 assets and has paid \$230,000,000 losses since organized in 1720.

First American Fire Company

President Oscar E. Johnson of the Southern Home Insurance Company of Charleston, S. C., has been delving into history and his researches have disclosed the fact that to Charleston belongs the honor of having been the birthplace of the first American fire insurance company.

"The Friendly Society," for the mutual insurance of houses against fire, was organized in that city in February, 1736 and antedates the "Philadelphia Contributorship," popularly believed to have been the first company by sixteen years.—Insurance Herald-Argus.

Credit Men on Insurance Rates

The National Association of Credit Men has unanimously adopted the following resolution:

"That the business men of the various states, while watchful against over-grasping monopoly, be led to recognize that fire insurance, by its very nature, cannot be forced upon a purely competitive basis, and while properly under supervision and limited state control, must receive fair compensation in each and every state over a series of years, and must not be subjected to rate reductions forced without due investigation; and that there may be growing confidence between the insured and the insurers the companies are urged to do all in their power to satisfy the people that they appreciate their position as quasi-public servants, and as such desire to conduct their business in a spirit of utmost fairness toward the insuring public."

Glens Falls Sparkling Spray

Better not do today what you must undo tomorrow.

The hard worker is likely to secure a larger commission income than the under-writing genius.

There are times when you may open your eyes wide but must keep your mouth shut tight.

There is very little difference between doing what you like and liking what you do.

Adjustments should always be an honest, pains-taking, deliberate and thorough effort to ascertain the actual loss. To give the impression that companies are careless or indifferently liberal in handling losses and more anxious to please claimants than to reach exactness, has an obvious hurtful influence. To permit the securing of a more or less profit from a fire has in more instances than we know of suggested an opportunity to the fraudulent and criminal.

One case we do know of, that of a professional fire bug who "suffered" more than a score of fires (and not in "The Record") and whom the Glens Falls finally lodged in the Charlestown (Mass.) penitentiary for a season. He confessed that his incendiary career was instigated by a quick, careless, lump settlement of an honest damage to his small cigar store stock in Illinois, which gave him some two hundred dollars profit.

"I then thought," he said "that insurance companies were an 'easy mark' and I have found it so—till now."

There is room for reform in adjustments which would result in benefit to the finance and business reputation of fire insurance.

"Awful sorry, my dear," stammered the agent-husband on his midnight arrival home from his office, or some of its annexes, "but work detained me a while and then I couldn't get a car—"

"So the cars were full, too," was the sudden and significant initial of concurrent and continued remarks from his gifted and experienced domestic partner.

An agent tells us of a new system of dealing in futures profitably practiced by a neighbor. She borrows eggs from all her acquaintances when they are forty cents or

more per dozen and returns them when they slump to twenty-five cents or less.

Those always complaining fail to get sympathy.

"My son, how would you like to be an insurance man like Uncle James, when you grow up?"

"Couldn't I be an insurance man without being very much like Uncle James?"

An "all-fiction" number of a certain magazine is consistent, even to a full page article on fire insurance.

Anyhow, Mexico has equal suffrage. The women can't vote and the men daren't.

Special Agent. "Am sorry, Mr. Doolittle, that you have resigned our agency."

Mr. D. "Thank you, but you are likely to find a better man."

S. A. "Afraid not, for that is just what our former agent said when he resigned and you were appointed."

"Teacher," said the thinking Sunday school lad, "I can't think of anything which it is more blessed to give than receive, except castor oil."

Don't let your proud ambition, out in the workless mob, make you wait for a position, just hustle for a job.

Lightning may strike twice in the same place. We had two lightning losses reported from Rhode Island this year!

The just retired superintendent of insurance for the Dominion of Canada had held the office for twenty-nine years; a much longer tenure than comes to the politically-selected superintendents in the states.

There are, even among insurance men, those who are harnessed and hitched-up ready to be driven to drink.

In settling a wearing apparel loss with a lady claimant the adjuster won the appreciation of the assured by noting her half-dozen French corsets in the proof of loss schedule as "jewel cases." — Glens Falls Now and Then.

Not so very progressive—not while the local agency visitor is still called a "special" agent though employed regularly as a field agent or representative.

ONE THING AND ANOTHER

The successful general makes many mistakes, but, unlike the unsuccessful general, he profits by his mistakes.

* * *

He is no lightweight who holds down his job these days.

* * *

I am told that northern California is now ready to allow her erring sister southern California go in piece and set up a South of Tehachapi state and annex Baja California—provided that the seven counties select a new name.

* * *

San Francisco was visited by a thunder storm on Saturday, December 5. A "bolt" shattered the flag-staff of the Bank of Italy steel-frame building on Montgomery street. A few years ago the flag-staff of the Telephone building on Bush street was likewise shattered. This is the second time in a quarter-century that lightning has struck in the business section of the city.

* * *

There was a tremendous renewal of policies ahead of time in November, to avoid the wearing "wore" tax.

* * *

The fire companies paid the Civil War and the Spanish War taxes and they will pay the "European War" tax now.

* * *

Temperance men as well as abstainers and boozers will admit that the use of alcohol is responsible for much of the inefficiency of business and industrial life. About other assertions there is much disagreement. Some of the oldest men are well preserved in alcohol.

* * *

Up on Stockton street, above the tunnel, in San Francisco, the cracks in the stone retaining walls of the corner lots show huge irregular cracks due to the ground settling while excavations were being made. The near-by buildings, notably a hotel and the Metropolitan Life building, were seriously damaged, displacements and cracks showing in walls and cornices. The owners have

sued the city for various sums to cover the damages.

* * *

Gasoline is now retailing at 12½ cents a gallon. Is this low price because of the Standard Shell game?

* * *

Colorado has another strike but this time there are no protests. Gold assaying \$200,000 a ton was recently struck in the Cressen mine at Cripple Creek.

* * *

A reader wants Uncle Sam to get into the European fight and stop it. But the result might be like that which surprised the man who interfered in the family fight because the husband was beating the wife and mother. She first, and then the whole family, turned on the peacemaker, and the husband, knife in hand, chased him off the premises.

* * *

Gasoline Marine

A press dispatch announces the burning of a gasoline-cargo steamer on the British coast. It was "wrapt in flames and with the sea about it ablaze." Two men escaped by swimming through the flames, and thirty-four others of the crew were trapt by fire in the fore-castle and perished. This dispatch reminds us that there is often much oil floating along the east shore of San Francisco bay, and once this oil ignited and set fire to a ship at anchor.

* * *

Buy an Eastern Pocket Book

Paper money is plentiful on the Coast now, and though the California banks are paying out gold it is believed that the refusal of the new federal reserve banks to accept the precious metal money except at weight or bullion value will end in the general use of "greenbacks." The banks themselves may finally accept gold coin deposits by weight only. Gold coin loses weight, less by handling or circulating than by carriage loose in the pocket. Good-bye to gold coin in daily transactions.

Breweries Soon to Be Illegal

The new so-called prohibition laws on this Coast will soon put out of business 51 breweries. There is no compensation for the buildings made comparatively valueless by the new anti-brewing and anti-distilling laws. Fire insurance may be the only market for this class of property.

Arizona has one brewery. The prohibition law goes into effect on January 1, 1915. The constitutionality of the law is to be tested on the ground that it forbids the use of wine at the sacrament.

Colorado has 12 breweries. The law goes into effect on January 1, 1916.

Oregon has 12 breweries. The law goes into effect on January 1, 1916.

Washington has 25 breweries. The law goes into effect on January 1, 1916.

Answers

M. V. C.—No, fire insurance companies are not liable for war losses, unless specifically covered.

W. F. N.—There has been some talk, as you hear, that the ———— has internal trouble and will probably reinsure at an early day.

J. B.—The company you have been working for will consolidate with another, but that will not hurt you.

California state government faces a serious deficit, caused largely by the foolish repeal of the poll tax by voters who hoped thereby to escape any tax. It is probable that corporation taxes will be increased. This will increase the insurance companies' taxes. There may be also an occupational tax which will include insurance agents and brokers.

A Michigan physician says the average length of American life is now 50 years. How about you life insurers who are not decreasing the cost of your goods nor increasing our policy dividends? Has the doctor found you out?

In Haste.—When you write us for special information about a company or contract, and want the answer immediately, write "in haste" on the margin.

Life Companies Should Mail a Letter of Investment Suggestions to Widowed Beneficiaries of Their Policies

The rather absurd statement of the Equitable Life that it discontinues to print (long after making) its death-claim payments because crooks thereby visit and persuade the widowed beneficiaries to invest the insurance money in wildcat schemes, suggests to us the need of a circular letter on investments, prepared by the insurer and accompanying the bank check for the insurance money.

Such a letter, prepared by the investment department of a company, would certainly be welcome and useful, and would not create any liability.

Edison Fire Another Warning

The Edison factory fire destroyed property valued at \$6,000,000. The insurance was small, as the Edison Company thought it was insuring itself. The insurance fund was exceedingly small, and the net loss may be \$5,000,000. To dispense with nearly all insurance was gambling. After all is said, the only possible gain by self insurance is the commission otherwise paid; and to save the commission part of the premium the self-insurer jeopardizes nearly all combustible values. Self-insuring is poor business always.

Supreme Court Holds That in Case of Total Loss Person Named in Policy Can Collect Regardless of Ownership.—The recent New Hampshire supreme court decision in the case of Fadden v. Insurance Companies has been the topic for lively discussion on the part of New England field men the past week and is looked upon as being a serious matter for fire companies operating in that state. The decision apparently holds that, in case of total loss without fraud, the person named in the policy is entitled to collect the full amount of the policy, whether he has any ownership in the property or not.—The Standard.

Webster pronounces *Przemysl* as *pzhemisl*, and *Ypres* as *e-pr*, the *r* being stronger than *rr* in *terror*.

LOOKING BACK WARD

Thirty Years Ago

Fidelity Mutual entered California.

E. Hawkins represented Union Mutual Life.

Speyer & Herold were general agents of Hamburg-Bremen.

The Great Western (marine) was in San Francisco.

William Macdonald was manager for the Connecticut Fire.

The National of Ireland was represented by H. M. Newhall & Co.

The City of London and the South British and the National of New Zealand were in San Francisco.

There were 9 California fire companies, to-wit: Fireman's Fund, Sun, Oakland Home, Western, State Investment, Union, California, Home Mutual, Commercial.

Twenty Years Ago

The Chronicle Fire Tables, were quoted.

Frank H. Swett, adjuster, died, after being accidentally shot while hunting.

Electric cars appeared on Kearny street, San Francisco.

D. A. Spencer came down from Seattle to take charge of the Westchester Fire, vice J. N. Reynolds resigned.

The Los Angeles Insurance Union was organized.

Dr. Ludwig and F. Schroeder, the first of the Aachen & Munich, and the second of the Cologne Re-Insurance, visited the Pacific Coast.

George Mel was appointed general agent of the Broadway Fire.

The Fraternal Life of San Francisco, a Masonic insurance scheme, went to pieces.

George L. Brander was indicted by the San Francisco grand jury, for swearing falsely to a statement of the State Investment and Insurance Company's statement. Brander was out of the country at the time and has never returned.

The local agents at Portland organized a union.

General Agent A. E. Magill of the Home and Phoenix withdrew from the Pacific Insurance Union.

The credit rule was generally ignored.

Ten Years Ago

The Transatlantic was at 221 Sansome street. Manager Driffeld and Assistant Manager Danker were in charge.

The Camden of New Jersey entered California with Edward Potter as manager.

Robert Dickson resigned the Royal Exchange.

The firm of McNear & Wayman was formed.

The Board of Fire Underwriters moved into the fourteenth floor of the Merchants Exchange building.

Secretary Weinmann of the Fireman's Fund visited the East for the first time and found that the best apples were made in California.

W. Irving was appointed general agent for the Phoenix Assurance.

The Washington Fire was organized at Seattle.

President Alfred James of the Northwestern National died

After twenty-one years, Manager James A. Clunes, of the London Assurance, visited the Pacific Coast.

W. W. Potter was appointed assistant to Edward E. Potter.

On page 660, the Coast Review printed 10 years and 25 years San Joaquin Valley fire insurance losses by counties. The 25 years total was \$23,139,548, or nearly 7 percent of the total California losses.

United States Manager F. O. Affeld of the Hamburg - Bremen Fire was in San Francisco.

LIFE, CASUALTY, ETC.

Competing With the State Insurance Fund in California

Pacific Coast Casualty Company Makes 30 Percent Reduction in Compensation Insurance Rates—Average Accident Cost Is Much Less Than That of State Fund—Is This the Only Possible Way to Meet State Industrial Accident Compensation?

The Pacific Coast Casualty Company announces that its tabulations of compensation experience warrant a reduction of 30 percent of the present rates which include solicitation experience. This reduction applies only to the home office and the branch offices at Sacramento, Fresno and Los Angeles.

Employers are required to place their business direct with the company, as they do with the state industrial accident commission, and pay the premium within 10 days. This eliminates brokerage, and makes the company's rates net. The company does not advise against placing business through brokers, but believes that, under existing conditions their services to the assured should be paid for by the assured.

The Pacific Coast Casualty's compensation experience shows an average cost per accident of \$16.40, including medical service to injured employees, of \$16.40, while for like service in the same period the state fund under civil service expended \$21.20, or \$4.80 more. This favorable difference of over 22 percent indicates the greater efficiency and vigilance of the corporation insurers.

The Travelers has prepared a new rider for its health and disability policies. It provides weekly indemnity for total disability even if the insured is not confined to the house, for life if the disability lasts that long; and one-half weekly indemnity, for a limit of 52 weeks, while insured is wholly disabled by bodily disease from performing at least half the work essential to the duties of his occupation. This rider is issued only at the home office.

Connecticut Mutual in 1914

President Taylor of the Connecticut Mutual Life Ins. Co. has sent a letter to its general agents, summarizing progress during the first ten months of 1914. Assets have gained \$1,617,000 as compared with \$598,500 for the same months in 1913. The increase in premiums has been \$368,500 and gain in insurance in force over \$8,000,000. Surrendered policy payments have decreased notwithstanding increased business depression. Mortality has been favorable, the death claim payments having decreased \$607,000. We are always glad to record evidence of the prosperity of this great policyholders' company.

In ten years American railroad accidents numbered 127,371 and caused 8,805 deaths and injured 127,542 persons. The property loss was \$104,625,897. In three years 33 persons were killed by accidents to wooden sleeping-cars and only 6 fatalities in all steel sleepers.

The new revenue law excludes life insurance policies from the stamp tax, but notes accepted for premiums. The rate is 2 cents for each note up to \$100 and 2 cents for each \$100 or fraction thereof in addition.

A well-known Portland citizen, who less than two years ago earned in excess of \$4,000 per year, now sits on one of our street corners earning a meagre living by selling the morning and evening papers.—Oregon Life Bulletin. What good does life insurance do him?

Rebate—Rebuke.—Philadelphia has a life rebate case. Blake and Davies of the Massachusetts Mutual placed \$700,000 insurance on one rich man. Their license has been canceled, and the insurance written in ten companies may be canceled, as the insured invited a rebate contrary to the laws of Pennsylvania.

Pacific West Fire Business

By States in 1913

	Washington		Oregon	
	Reported to the Coast Review			
	Premis.	Losses	Premis.	Losses
Aetna	\$177,739	\$81,323	\$ 58,428	\$ 38,138
Aachen & Munich	21,880	17,312	8,078	11,463
Agricultural	34,050	28,168	20,982	4,713
Alliance	21,771	5,930	6,976	5,600
American, N. J.	44,232	15,412	12,563	11,876
American Central	61,016	40,315	25,633	9,841
Atlas Assurance	64,662	49,418	24,104	7,083
Austin	2,593	1,533		
Boston	6,955	1,328	2,388	
British America	24,044	8,918	4,842	1,902
California	54,817	36,980	33,300	13,769
Camden	38,097	28,039	17,526	15,694
Citizens	30,384	31,388	11,274	4,952
City of New York	15,766	11,955	8,644	8,372
Caledonian	41,440	23,087	25,549	14,542
Caledonian-American	2,267	4,762		
Colonial Fire Underw.	41,923	28,523	11,675	13,004
Commercial Union Assur.	57,534	30,209	28,934	11,501
Commercial Union, N. Y.	8,055	3,398	4,006	2,919
Commonwealth	16,302	6,077	8,812	9,238
Concordia Fire	31,906	12,525	15,887	21,664
Commonwealth of Texas	2,593	1,533		
Connecticut Fire	47,856	26,462	31,853	20,738
Detroit F. & M.	5,011	1,387	4,438	1,833
Dubuque F. & M.	2,900	3,125	4,196	7,292
Equitable F. & M.	15,525	5,880	8,669	4,697
Firemens	43,725	21,802	17,530	15,967
Fireman's Fund	180,557	98,324	102,513	54,135
Fidelity-Phenix	59,026	26,387	30,168	19,240
Fire Association	61,010	23,990	43,764	35,618
Franklin Fire	23,668	18,042	9,770	4,913
German Alliance, Ia.	6,318	1,946	4,358	3,477
German American	108,152	50,088	67,216	38,760
Girard F. & M.	10,934	7,384	4,437	2,250
Glens Falls	22,168	14,107	10,167	7,861
Globe & Rutgers	55,204	52,126	31,396	5,359
Globe Underwriters	3,885	5,507	2,447	5,097
Hartford Fire	141,255	80,902	57,066	27,436
Hanover	36,229	19,553	11,042	2,620
Hamburg-Bremen	17,818	13,936	13,860	6,969
Home, N. Y.	166,613	83,173	100,563	65,075
Home of Utah	7,642	3,644	2,825	879
Ins. Co. of North America	78,577	39,443	29,691	21,203
Law Union & Rock	28,595	21,725	11,075	5,904
Liverpool & London & Globe	153,320	98,592	84,542	36,032
London Assurance	110,124	62,819	51,989	26,034
London & Lancashire	67,584	29,536	46,547	22,602
Mechanics & Traders	15,862	6,193		
Mercantile F. & M. Und.	11,148	10,004	3,621	40
Merchants, Colo.	6,867	12,636		
Michigan F. & M.	12,604	10,782	6,118	3,426
Michigan Commercial	14,452	11,370	8,504	3,546
Milwaukee Mechanics	71,739	37,111	44,731	32,880
Minnesota Underwriters	8,221	4,936	3,410	1,428
National Ben Franklin	5,544	658	11,239	12,377
National Fire	93,643	51,742	43,003	15,137
National Union	38,569	25,122	34,662	29,270
Newark	14,931	7,911	11,921	3,415
New York Underwriters	56,602	23,118	33,749	13,696
New Brunswick Fire	13,310	10,454	9,478	7,024
New Hampshire	58,271	33,706	6,835	1,808
New Jersey Fire	16,371	11,719	6,531	10,406
New Zealand	53,653	39,895	32,248	22,091

	Washington		Oregon	
	Premis.	Losses	Premis.	Losses
Niagara Fire	67,273	42,347	40,064	23,330
Niagara Detroit Und'rs . .	10,912	6,086	7,479	3,120
Nord Deutsche	17,457	5,016	13,867	21,923
Northern, N. Y.			1,071	
Northern Assurance	104,576	71,721	55,391	22,835
North Brit. & Merc.	115,130	47,918	82,247	39,166
North River	10,412	5,579	8,570	8,609
Northwestern National . . .	81,046	49,126	36,684	37,342
Northwestern F. & M. . . .	1,982	441	3,282	1,861
Norwich Union	58,230	33,911	40,850	19,942
Old Colony	2,164	288	1,154	
Orient	31,579	19,398	15,449	8,788
Palatine	41,641	28,361	22,789	9,191
Pelican	13,578	7,299	4,076	1,980
Pennsylvania Fire	44,722	17,853	21,113	14,333
Phoenix Assurance	79,971	43,996	34,154	17,251
Phoenix, Hartford	95,311	56,905	48,943	29,318
Providence-Washington . . .	31,172	22,023	11,428	9,775
Prussian National	28,565	18,327	14,100	11,936
Queen Ins. Co. of America . .	97,012	70,445	49,529	35,035
Rochester-German	41,540	19,926	13,587	13,191
Royal Exchange	44,513	19,865	15,622	2,166
Royal	158,387	115,626	84,089	53,277
Security	21,511	14,059	10,504	7,590
Scot. Union & National . . .	62,939	31,968	29,504	31,169
Springfield F. & M.	86,124	58,737	43,876	22,142
Standard	11,020	2,570	5,788	1,332
Sterling	1,441	640	470	437
St. Paul F. & M.	71,176	37,177	27,363	19,473
Stuyvesant	52,371	26,586	19,348	15,112
Sun of London	76,639	36,263	43,428	21,879
Svea	56,370	22,846	16,808	3,323
United Firemen's	8,514	7,785	8,859	9,012
Union Assurance	43,684	41,776	27,123	16,494
United States Fire	8,716	5,489	12,307	5,241
Vulcan	5,582	2,694	2,713	105
Western Assurance	28,552	19,870	17,537	17,531
Westchester	36,138	22,368	12,967	4,967
Williamsburg City	9,841	14,472	7,538	7,026
Yorkshire Ltd.	19,306	12,924	7,877	3,889
Century	1,567	1,596	929	7,904
Continental	112,097	56,781	36,909	48,782
Citizens, Md.			1,817	
Fire of Seattle	6,957	9,712		
German-A., Pa.	5,242	4,906		
German	9,936	4,629		
Germania	46,902	51,215		
General			7,176	16,854
Granite State	7,514	6,326		
Ins. Co. State of Penn. . . .	52,857	46,614	32,297	22,309
International	2,180	1,822		
Lumber	7,688	4,833	2,941	11,199
Merchants, N. Y.	8,069	2,250	5,641	2,626
National Lumber	135,565	80,265		
Nationale	11,692	4,628	2,901	2,093
Netherlands	8,227	3,550	9,266	6,999
Northern, N. Y.	20,327	9,414		
Pacific	21,844	12,122	19,558	21,008
Pacific States	27,391	19,055	28,868	20,964
People's National	6,811	8,226	7,873	8,870
Phoenix, Paris	11,080	3,379	3,005	2,093
Reliance	17,299	11,913	7,399	4,038
Rhode Island			3,483	3,118
Union Paris	9,781	4,897	3,599	1,950
Western, Pittsburg	3,863	2,469	4,499	7,122
	Idaho		Montana	
	Premis.	Losses	Premis.	Losses
Aetna	\$ 31,224	\$14,572	\$ 51,011	\$ 21,835
Aachen & Munich	8,131	2,220	14,058	5,457
Agricultural	9,018	12,162	11,110	11,026
Alliance	4,723	3,532	15,368	4,882
American, N. J.	8,044	6,545	15,180	5,123
American Central	19,810	15,907	45,119	18,634

Reported to the Coast Review

	Idaho		Montana	
	Premis.	Losses	Premis.	Losses
Atlas	15,984	11,404	29,237	27,428
Boston	81	.	.	.
British America	3,531	2,232	6,740	1,145
California	19,283	4,427	23,040	7,926
Caledonian	13,018	10,035	12,283	6,248
Camden	346	.	435	.
Citizens, Mo.	7,581	7,156	17,156	10,751
Colonial	9,321	3,273	10,824	5,304
Commonwealth, N. Y.	5,398	3,853	5,911	4,611
Commercial Union Assur.	15,361	6,453	22,261	15,078
Commercial Union, N. Y.	407	.	2,194	.
Concordia Fire	4,561	3,051	8,621	6,918
Connecticut Fire	15,324	11,620	42,927	24,419
Continental	25,219	22,202	27,068	10,711
Delaware Underwrs.	4,447	3,333	5,759	971
Detroit F. & M.	1,576	.	1,806	378
Dubnque F. & M.	2,593	211	.	.
Equitable F. & M.	2,455	2,218	3,475	2,304
Firemens . . . . .	.	.	14,429	2,165
Fireman's Fund	27,519	26,050	90,089	54,469
Fire Association	13,399	19,108	41,468	15,355
Franklin Fire	6,496	6,404	11,075	2,847
German Alliance Ins. Assn.	1,199	114	.	.
German American	21,219	10,106	.	.
Girard	2,132	1,044	3,496	1,755
Glens Falls	4,165	1,055	8,626	3,411
Globe Underwrs.	3,132	4,276	.	.
Globe & Rutgers	7,485	1,928	.	.
Hamburg-Bremen	3,141	1,298	750	505
Hanover	13,515	4,783	16,774	10,978
Hartford Fire	81,297	57,515	75,513	62,914
Home, N. Y.	56,468	37,518	62,140	17,234
Home, Utah	15,629	4,668	2,053	2,375
Ins. Co. North America	22,427	7,986	42,169	18,404
Law Union & Rock	9,539	9,282	8,982	7,658
Liverpool & Lon. & Globe	36,895	25,940	45,836	24,409
London Assurance	21,155	12,907	40,791	10,789
London & Lancashire	10,243	4,008	20,989	16,614
Merchants, Denver	3,011	869	11,466	1,328
Mercantile F. & M. Und.	3,188	6,092	5,421	2,406
Michigan Commercial . . . . .	.	.	7,076	5,848
Michigan F. & M.	2,655	1,174	7,112	8,190
Milwaukee Mechanics	9,548	3,241	14,693	16,089
Minnesota Und.	3,265	2,325	4,018	739
Montana Fire . . . . .	.	.	37,708	6,669
National Ben Franklin . . . . .	.	.	4,819	2,251
National Fire	24,118	7,214	31,403	6,512
National Union	13,054	5,732	17,113	9,013
Newark	3,760	8,077	3,487	2,009
New York Under.	15,162	4,686	18,592	7,229
New Brunswick Fire	4,480	5,134	7,459	4,952
New Hampshire . . . . .	.	.	13,077	3,860
New Zealand	12,457	9,185	15,935	8,846
Niagara-Detroit	3,882	1,420	.	.
Niagara Fire	12,611	7,917	.	.
North Brit. & Merc.	21,328	17,708	23,749	14,039
Norwich Union	21,737	16,254	32,152	27,024
North River	401	2,731	17,356	4,772
Northern Assurance	29,498	19,773	38,828	15,647
Northern, N. Y.	458	.	1,729	.
Northwestern F. & M.	1,043	888	668	.
Northwestern National	15,609	7,683	19,844	8,234
Old Colony	45	.	.	.
Orient	5,088	2,454	8,505	7,337
Palatine	10,998	1,846	18,362	15,774
Pelican	631	86	2,631	1,858
Pennsylvania Fire	10,900	5,268	22,336	13,916
People's National	2,871	2,009	.	.
Phoenix Assurance	13,398	6,900	21,709	20,592
Phoenix, Hartford	16,325	5,508	41,078	17,639
Providence-Washington	6,585	2,477	14,567	4,970

	Idaho		Montana	
	Premis.	Losses	Premis.	Losses
Prussian National	9,294	10,169	12,042	6,587
Queen Ins. Co. of Amer.	23,713	28,495	30,377	18,658
Rochester-German	8,561	6,166	13,300	12,675
Royal Exchange	10,241	4,565	14,161	7,784
Rocky Mountain Fire			25,000	30
Royal	38,982	38,032	67,482	42,730
Security	3,476	1,158	12,165	7,798
Scot. Union & National	14,564	11,226	32,059	25,860
Springfield Fire & Marine	30,049	27,768	46,160	21,355
Standard	3,039	4,540	3,635	1,798
St. Paul F. & M.	24,862	26,492	52,973	19,839
State Assurance			4,778	2,230
Sun of London	17,677	6,273	30,614	27,695
Svea	12,135	10,492	22,652	13,842
Union Assurance	12,284	8,562	17,757	15,752
Vulcan	1,316	912	3,550	1,354
Westchester	6,525	3,034	11,569	7,554
Western Assurance	3,113		5,503	2,836
Williamsburg City	7,288	1,382	5,748	8,320
Yorkshire Ltd.	1,651	55	11,995	2,729
Anchor			9,673	3,938
German Alliance			6,879	4,862
German American			39,863	24,277
Germania			21,377	16,604
I. Co. State of Pa.			9,416	3,375
Merchants Fire			11,465	5,328
Niagara			23,843	12,299
People's National			16,822	11,366
Reliance			3,634	1,798
Rocky Mountain			13,976	30
Teutonia			5,852	2,807
Twin City			3,549	1,253

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Los Angeles Film Ordinance

An ordinance regulating the use, repair and storage of motion picture films has been passed by the mayor and council of Los Angeles. The storage of 6,000 feet of motion picture film is the limit allowed, without permit. Reel is defined as approximately 1,000 feet. Inspections are bi-monthly. All films not in use must be stored in fire proof vaults or safes. Films in use must be kept in metal receptacles. Examination and repairing of films must be in a separate room of non-combustible partitions, and containing not more than a quart of inflammable compound. Heat must be piped from the outside, without floor registers. Repair tables must be of metal. No smoking allowed. The Fire Underwriters Inspection Bureau did the usual good work here.

According to the Virginia board of health, kerosene causes more deaths than railroad accidents. — Snow is the confusion of the motor fire engine; and so too is sand. — Agents' qualification laws are being urged. — Incendiary fires are increasing enormously. — Revenue stamps are not needed on loss proofs. — Los Angeles continues to be a sink-hole for insurance money. — The rain didn't stop Coast fires as usual. — The Edison plant carried only \$258,000 on \$5,000,000 value.

	Colorado		Hawaii	
	Reported to the Coast Review			
	Premis.	Losses	Premis.	Losses
Ætna	\$ 53,008	\$ 9,294	\$ 9,982	\$ 497
Agricultural	21,330	4,718	2,678	...
Allemannia	14,157	3,454	...	...
Alliance	4,161	1,246	2,277	1,325
American Central	33,363	6,572	6,735	27
Atlas	44,491	14,161	17,235	821
Boston	5,144	3,637	65	...
British America	27,887	17,962	4,581	...
California	20,894	4,457	16,135	3,133
Caledonian	37,935	12,707	7,048	211
Camden	7,343	2,810	1,256	585
Citizens, Mo.	7,386	2,726	1,850	19
City of New York	2,019	3,594	...	...
Colonial	26,798	3,855	13,943	51
Commercial Union Assur.	44,787	19,809	596	...
Commonwealth, N. Y.	7,017	2,479	...	...
Connecticut Fire	26,411	8,040	1 085	...
Continental	101,843	34,168	...	...
Detroit F. & M.	9,386	1,490	208	...
Dubuque	14,813	2,292	...	...
Delaware Underw.	7,913	1,823	59	...
Equitable F. & M.	5,912	2,375	1,271	1,805
Fire Association	51,415	6,235	10,633	628
Fidelity Phenix	78,221	19,672	...	...
Firemens	30,255	9,190	...	...
Fireman's Fund	94,082	28,848	16,776	7,874
Franklin Fire	19,914	5,663	...	...
German Alliance	4,396	2,743	1,169	...
German-American	89,545	47,976	15,281	1,704
Girard	17,536	7,508	505	...
Glens Falls	12,223	8,491	...	...
Globe & Rutgers	9,374	2,981	10,930	...
Home of N. Y.	103,660	44,105	2,797	...
Humboldt	4,394	100	...	...
Hartford Fire	134,502	36,415	15,200	300
Home Fire of Utah	5,604	1,873	...	...
Hamburg-Bremen	8,092	2,673	...	...
Ins. Co. of North America	68,193	25,205	10,879	898
Law Union & Rock	6,724	1,761	...	...
Liverpool & London & Globe	79,803	15,854	...	...
London Assurance	38,754	9,524	17,320	256
London & Lancashire	27,822	9,254	13,673	1,413
Mercantile F. & M. Und. . . . .	...	...	1,393	...
Mechanics & Traders	8,163	1,223	...	...
Merchants, Colo.	49,805	15,381	...	...
Michigan F. & M.	6,581	2,306	385	...
Michigan Commercial . . . . .	...	...	5,093	...
Milwaukee Mechanics	17,839	4,452	...	...
Minnesota Underwriters . . . . .	...	...	209	...
National Ben Franklin	8,508	3,389	...	...
National Fire	98,151	39,808	9,357	222
National Union	20,520	4,747	1,214	...
Newark	12,697	4,791	1,032	...
New Jersey	1,713	764	...	...
New Zealand	23,807	5,073	12,564	697
Niagara-Detroit Und. . . . .	...	...	857	...
Niagara Fire	28,003	13,806	9,578	525
Nord Deutsche	4,109	271	...	...
Norwich Union	30,998	11,692	...	...
North British & Merc.	43,330	9,288	11,254	21
Northern, N. Y.	2,344	2,011	867	...
Northwestern National	36,591	9,032	...	...
Occidental	1,589	19	...	...
Old Colony	1,262	219	40	...
Orient	12,439	5,668	3,707	18
Palatine	27,472	6,497	4,593	179
Pelican	1,725	1,155	532	14
People's National	4,878	3,049	13	...
Pennsylvania	36,755	12,785	...	...
Phoenix Assurance	9,455	6,504	6,019	135
Phoenix of Hartford	43,207	14,320	9,994	45
Providence-Washington	21,808	12,437	2,499	394

	Colorado		Hawaii	
	Premis.	Losses	Premis.	Losses
Prussian National	18,537	10,495		
Queen Ins. Co. of America	40,089	23,103	8,528	
Reliance	13,694	9,407		
Royal Exchange	20,951	6,485		
Royal	57,020	8,203	23,711	785
Scottish Union & National	35,186	11,276	6,680	
Security	20,838	7,484	599	
Springfield F. & M.	60,198	16,028	11,191	7
State Assur.	4,632	2,155		
St. Paul F. & M.	30,074	11,679	6,909	27
Standard	2,476	115		
Stuyvesant	7,905	310		
Svea	17,234	8,67	,993	
United States	580	531		
Union Assurance	6,640	3,508		
Vulcan	3,383	583	2,389	
Westchester	24,466	11,759	2,606	
Western Assurance	28,098	12,455	2,226	
Williamsburg City	16,766	7,173		
Yorkshire			8,335	1,407

	Wyoming		New Mexico	
	Premis.	Losses	Premis.	Losse
Reported to the Coast Review				
Agricultural	\$ 1,927	\$ 243	\$. . .	\$. . .
American Central	161			
Atlas Assurance	8,181	4,328	8,690	1,164
British America	3,085	1,881	6,125	1,176
California	2,295	1,265		
Colonial	5,306	1,224	8,413	5,079
Continental	9,399	2,575	9,483	4,040
Delaware Underw.	1,008		3,382	598
Fireman's Fund	37,024	17,670	39,044	22,201
Firemens	2,647	272	3,001	600
Fire Association	10,439	6,715	11,736	3,979
Franklin Fire	1,121	835		
Fidelity Phenix	16,801	6,682	9,524	5,409
Home, N. Y.	17,525	8,007	20,036	12,987
Home of Utah	1,436	1,439		
Liverpool & Lon. & Globe	25,178	8,778	19,424	2,692
London Assurance	7,043	396	10,784	7,166
London & Lancashire	4,543	2,280	10,452	5,181
Merchants, Colo.	210			
Michigan F. & M.	333			
Minnesota Underwr.	32			
Milwaukee Mechanics	957	49	655	
National Ben Franklin	637	103		
National Fire	15,216	12,151	30,497	9,726
National Union	2,394	165	4,826	1,005
New Zealand	5,884	1,102	14	
Norwich Union	9,101	3,379	13,715	2,740
Northern, N. Y.			7	
Northern Assurance	17,079	2,311	20,346	12,528
North Brit. & Mercantile	6,583	5,347	14,904	9,034
North River	239	408		
Northwestern National	4,997	1,610	4,841	921
Northwestern F. & M.	77		127	1
Occidental Fire			14,184	12,573
Orient	2,031	3,498	6,860	4,872
Pelican	199	776		
Peoples' National	560	1,767		
Phoenix Assurance	5,734	5,544		
Providence-Washington			53	
Prussian National	1,401			
Queen			12,744	5,126
Royal Exchange	1,552	3,226		
Royal			28,561	8,664
St. Paul F. & M.	129			
Scottish Union & National	14,498	9,694	17,952	8,471
Security	2,464	1,113		
Sun Ins. Office, London	495			
Union Assurance	1,935	169		
Svea	5,116	1,876		
Vulcan	318			
Western Assurance	2,603	422		
Williamsburg City	18			
Yorkshire, Ltd.	204		11	

	Nevada		Utah	
	Reported to the Coast Review		Premis.	Losses
	Premis.	Losses	Premis.	Losses
Aetna	\$ 16,368	\$ 6,193	\$ 9,407	\$ 988
Aachen & Munich	3,544	2,142	3,603	10,323
Agricultural	4,236	3,220	4,107	1,704
Allemanuia . . . . .	..	..	7,735	2,859
Alliance.	2,621	1,154	1,876	10
American, N. J. . . . .	..	..	5,792	107
American Central.	2,168	3,770	8,513	3,451
Atlas Assurance.	11,835	5,191	9,280	16,979
Austin Fire . . . . .	..	..	4,393	2,106
Boston	34	..	1,823	353
British America . . . . .	..	..	2,351	39
California	5,081	9,596	4,394	1,373
Caledonian	4,064	4,658	5,695	3,803
Camden . . . . .	..	..	174	..
Citizens, Mo.	4,667	86	5,259	1,075
City of New York . . . . .	..	..	91	49
Colonial . . . . .	..	..	4,590	11,745
Com'l Union Assur.	5,730	5,031	10,439	4,458
Com. Union, N. Y. . . . .	..	..	2,321	1,257
Commonwealth, Tex. . . . .	..	..	3,846	2,928
Concordia Fire . . . . .	..	..	4,610	8,059
Connecticut Fire	11,169	10,153	8,436	6,827
Continental	5,261	4,535	26,382	9,464
Delaware Underwrs.	4,314	13	3,125	171
Detroit F. & M.	245	20	1,475	..
Dubuque F. & M. . . . .	..	..	7,950	3,162
Equitable F. & M. . . . .	..	..	3,391	130
Fidelity-Phenix	1,319	679	16,449	4,397
Fireman's Fund	10,275	6,069	23,834	16,571
Firemens . . . . .	..	..	9,311	1,461
Fire Association	12,450	19,415	5,707	3,521
Franklin Fire . . . . .	..	..	3,378	570
German Alliance	754	1,346	688	3
German-American, N. Y.	6,475	2,741	13,579	1,559
Girard F. & M. . . . .	..	..	3,773	679
Globe & Rutgers	4,833	1,179	2,650	3,536
Glens Falls . . . . .	..	..	11,180	5,919
Globe Underwriters	288	193	1,124	3,509
Hartford Fire	28,000	8,143	60,493	28,587
Hanover . . . . .	..	..	4,948	3,669
Home, N. Y.	17,741	13,144	49,458	63,208
Home of Utah . . . . .	..	..	42,969	18,827
Ins. Co. of North Amer.	5,547	45	6,001	3,158
Law Union & Rock	3,048	1,193	1,592	904
London Assurance	16,048	8,865	6,989	412
London & Lancashire	7,527	4,776	8,341	2,997
Liverpool & Lon. & Globe	21,522	7,495	8,508	27,011
Mercantile F. & M. Und.	10	502	1,071	427
Mechanics & Traders . . . . .	..	..	1,416	3,488
Merchants, Colo. . . . .	..	..	778	..
Michigan F. & M.	2,424	589	1,080	16
Milwaukee Mechanics . . . . .	..	..	19,425	4,802
Minnesota Underwrs.	14	..	2,805	1,075
Nat'l Ben Franklin . . . . .	..	..	12,925	7,361
National Fire	8,359	1,194	22,273	4,131
National Union . . . . .	..	..	11,049	10,907
Newark	1,681	2,501	3,442	1,174
New Hampshire . . . . .	..	..	6,241	3,727
New Zealand	460	2,848	5,078	1,497
New York Underwr.	8,598	948	5,545	5,570
Niagara-Detroit	2,065	1,989	2,159	92
Niagara Fire	8,224	4,745	6,464	2,677
Norwich Union	6,341	9,457	5,416	1,746
Northern, N. Y.	24	..	214	..
Northern Assurance	5,481	4,975	13,349	9,360
North River . . . . .	..	..	11,437	2,308
North Brit. & Merc.	1,870	5,125	2,433	..
Northwestern F. & M.	223	138	199	8
Northwestern National . . . . .	..	..	13,258	3,324
Orient	2,644	1,745	1,936	334
Old Colony . . . . .	..	..	366	..

The Niagara and Detroit Pacific Department

This new department, under the management of Edwin Parrish, has done very well indeed. At the start, some three years ago, it was handicapped, so to speak, by the fact that a considerable part of its "business on the books" was reinsurance, but the loss from this source has been more than met by increased new business. The two companies, writing separately and jointly with one other company, have written an increased business, with an average Coast premium income of some \$600,000 yearly, and an average moderate loss ratio of 43.

The Niagara Fire has about \$7,000,000 assets and over \$2,000,000 net surplus, with an increasing premium income.

The Detroit F. & M. has about \$2,300,000 assets and over \$1,000,000 net surplus, with an increasing premium income.

The Niagara Detroit Underwriters has about \$11,000,000 assets and about \$2,900,000 net surplus or \$5,900,000 surplus to policyholders.

These companies are strong in capital, surplus and record of past well doing.

In November the Bankers Life of Des Moines paid in death claims: in California 14, in Colorado 6, in Montana 1, in New Mexico 1, in Oregon 2, in Utah 2, in Washington 3, in Wyoming 1. Practically all these claims were paid on the day filed or on the following day.

Hewitt.—Did you and Gruet have any luck on your shooting trip?

Jewett.—We certainly did; we shot each other; and both of us had perfectly good accident policies.

The Provident Savings Society was the first life insurance company making a special effort to conserve the health of its policyholders.

The California insurance commissioner has been asking the insurance companies to stand sponsor for the brokers and pay an agent's fee for them. The commissioners views are at least original.

Not unto all should all be made known.—Pythagoras.

New Fire Commission

San Francisco's mayor having ousted the old fire commission, there is now a new commissioner pledged to a non-political fire department. John T. Fogarty, assistant manager of the Royal and the Queen, is one of the appointees and has been elected chairman of the commission. This is the best appointment the mayor has ever made.

Relative San Francisco and Coast Fire Premiums

Year	S. F. Prems.	Coast Prems.
1913 . . .	\$ 3,526,646	\$ 32,148,836
1912 . . .	4,167,165	30,976,086
1911 . . .	4,688,040	31,361,119
1910 . . .	4,979,653	30,276,018
1909 . . .	4,808,790	28,816,773
5 years .	\$ 22,170,294	\$ 153,578,832

Proportion of San Francisco to Coast premiums is 14.44 per hundred.

Calendars. — The first 1915 calendar to arrive is that of the Liverpool & London & Globe, a company in the United States for 67 years. A globe in red floats above "The World It's Field." A useful wall calendar.

The Pacific Mutual's is the same excelling calendar as heretofore, with a great picture which makes the Eastern man long for the land of tall trees and many fruits.

The Atlas vest pocket diary calendar is enduring and va-ri-otous, with population estimates compiled by a truthful John from Los Angeles, we suspect. Thanks.

The Union Central Life's 1915 wall calendar gives twelve monthly sheets, with moon changes and colored outlines of the company's great new building; and also monthly summaries for 1915 and 1916, which is "leap year."

San Francisco's lower Market (main) street is now a retail street down to the ferries, a district of wholesalers before the fire.

Salt Lake.—The Metropolitan Life is buying the industrial branch of the Beneficial, with \$1,600,000 outstanding.

CHIPS

—President Jalonick of the Republic Underwriters is on his way to San Francisco.

—General Agent Hewitt has been visiting Utah in the interest of the Hartford Accident.

—Manager Wm. Macdonald of the Hamburg-Bremen is recovering from a slight indisposition.

—The concrete fire-proof buildings of the Edison plant are reported as the worst damaged by the fire.

—For Rent. — Half of a low-rent office, including janitor service and phone. Address S., care Coast Review.

—Edward E. Potter is "marooned" in London, the country he intended to visit being surrounded by concealed mines.

—The government has authorized the acceptance of federal bonds from the Pacific Coast Casualty to the amount of \$32,972 on any single bond.

—The United States revenue tax law recently enacted requires the payment of a stamp tax of ten cents on each power of attorney for voting stock.

—Fire.—As outlined by the Coast Review some time ago, Salt Lake City will in March be rewarded with a 25 percent reduction in rates, effective from February 1. The improved fire protection we have previously summarized.

—The Prussian National of Stettin has set a sturdy example by sending to its United States branch trustees \$300,000, thus increasing its surplus to about \$1,000,000. The company's legal reserve in this country exceeds its premium income.

—The Pacific Coast Casualty, in behalf of its 30 percent cut in compensation rates, says: "We believe this method is the only one which will eventually gain for the public adequate protection, at minimum cost; for, should the state fund become the sole medium of protection for the assured, the benefits from the efforts of privately managed organizations with a personal incentive for individual profit would be eliminated."

—Montana fire locals have organized.

—W. L. Miller of the British America and Western Assurance is in the East.

—What right has any state official to officially say who shall pay a federal tax?

—According to the South Carolina insurance commissioner, a saloon-keeper is a druggist.

—H. S. Manheim is now president of the Insurance Brokers Exchange of San Francisco.

—The 3-year brick mercantiles are renewed this year, and help to make some increase in Coast fire premiums.

—Portland.—J. D. Coleman of the Home is now president of the Underwriters Equitable Rating Bureau.

—Reciprocal or Interinsurance. — Of the Oregon law Commissioner Ferguson says: "It provides an open field for those inclined and provides for no supervision."

—The Aetna paid the largest amount for the reconstruction of Chicago in 1871 — \$3,782,023.10. All losses were paid promptly and in full by this great Hartford company.

—Seattle. — Our workmen's compensation act continues to decrease in popularity. Injured employees are registering protests against the small compensation allowed them.

—Pacific Western commissioners on committees of the National Convention of Insurance Commissioners are—Miscellaneous, J. E. Phelps, of California. Rates of Mortality and Interest, S. Epstein of Colorado.

—The California state insurance report is out just in time to be another useless Christmas present and not a New Year's gift. It is printed by the state political printery. Had the printing been let to the lowest bidder the report would have been out last May, at a less cost, too.

—Non-board companies in the Coast field may form an organization similar to that of the Western Insurance Bureau at Chicago] The need of co-operation is keenly felt. Former attempts to effect a permanent organization of non-boarders have been failures on this Coast, since the old California Association.

—The Lumber of New York will retire.

—Vice Pres. Truscott of the Camden has returned home from San Francisco.

—Otho Hall of the Phoenix Assurance came up from Los Angeles to San Francisco for Christmas.

—Announcement is made of the coming wedding of Vice President Wyper of the Hartford Fire Ins. Co.

—E. E. Clapp & Co., 90 William street, New York, offer to tell you how to convert a prospect into a policyholder.

—General Agent Irving of the Phoenix Assurance has appointed F. W. Dickson inspector of the special risk department.

—WANTED, by wife of man gone to serve his country in Europe, a position in insurance office. Has clerical and stenographic experience. See Coast Review for particulars.

—Willard Done has been appointed chairman of the committee on exhibits of the World's Insurance Congress. Chairman Done invites the co-operation of all insurance men.

—Wm. J. Dutton is spoken of as president of the new Insurance Club. No better selection could be made, for Mr. Dutton is widely known among the fire and marine insurance men of the entire country.

—Liability—Malpractice.—A policy insuring a company as to injuries suffered by its employees does not insure the company against damages recovered by an employee for the malpractice of a company surgeon. *May Creek Logging Co. v. Pacific Coast Casualty Co.*, 144 P. 67.

—Life. — The Mercury Reinsurance of Cologne has entered the United States for the transaction of life reinsurance. This company is affiliated with and officered by the managers of the old, well know Cologne Reinsurance Co. The Cologne has been in business in this country since 1898. Deposits in this country by the affiliating companies are: Mercury \$250,000, Cologne \$1,334,000 and Minerva \$733,000, total \$2,317,000. Morris W. Torrey, New York, has been appointed United States manager for the Mercury.

—The Georgia Casualty will enter California.

—The Fidelity & Casualty Co. has paid out over \$46,000,000 in losses.

—Our revised field men's directory is in the latter part of this December book.

—The American of Newark is now one of the best known fire insurance companies.

—Index.—The Coast Review Index for 1914 will accompany the January Coast Review.

—The headquarters of the Southeastern department of the Fireman's Fund are now at Atlanta, Ga.

—The Fogarty smile is a little broader than usual. Why? Because he drew the longest term as fire commissioner.

—Missoula.—W. H. Smead is president of the new Montana Fire Ins. Association, which contains no men from Kansas.

—The consul-general for Honduras at San Francisco, Fernando Somoza Vivas, is under arrest charged with setting fire to his home.

—Lloyds are asking a premium of 15 guineas percent to insure against war between Great Britain and the United States within 12 months.

—Oakland, Cal., Dec. 14. — Dr. Jua Don Ball, private sanitarium on Thorn Hill road, near Temescal section, burned, with loss of \$18,000. Engine company No. 1 rolled up the muddy road and found no water available.

—Our legal Digest this month seems a little more interesting than usual, especially to fire men. "Appraisers, Umpire and Award" at bottom of page 527, 2nd col., should have been at bottom of page 526, 1st col., under Fire Insurance in Court.

—San Bernardino.—Noah Adair has dropped on his feet as usual. He succeeds W. C. Thompson, resigned, as president of the California Locals. Noah is building an ark which will not contain the Board. The California Locals association will try to Kansasize the fire insurance business of California and lower net commission incomes by reducing rates and building up the political machine.

—Unemployment is becoming appalling.

—Six percent of fires are caused by careless use of matches.

—What did that old lady, Santa Claus, do for your stocking?

—Twenty states have valued policy laws, guaranteed to boost incendiarism.

—The highest type of man is the creator. The insurance producer is a creator.

—Waited.—Two desks room on or near street level. G. P. A., care Coast Review.

—View life with the detachment of the philosopher—when the constable has an attachment for you—if you can.

—Stockton, Cal.—This city has compromised its labor troubles, but the Mealalfa Co. warehouse fire Dec. 27 was of incendiary origin.

—Assistant General Agent Gallegos of the Phoenix Assurance has been absent a few days, engaged in an effort to corner the quinine market. The price of this household article will probably advance soon.

—The Metropolitan Life tower building at Christmas time on a cordial greetings card accompanies Pacific Coast head office Manager George B. Scott's card. How thankful the assistant secretary must be that he lives in San Francisco in winter and summer.

—Fire.—Where does the National Board's committee on statistics get its fire loss totals of European countries? Is the reporting of fire losses compulsory in these countries? Do the European fire underwriters gather the statistics? Is there a single European publication that specializes in reporting fire losses? In this country we have no authentic fire loss reports outside of large cities and a few states with state fire marshals. American fire loss totals are estimates. They are not very reliable. The actual totals are probably much larger. This may be true of the losses credited to European countries. We hope the National Board statisticians will some day tell us where they get their European country figures.

—The Columbia river is frozen.

—Thirty-one states have fire marshal laws.

—The California will re-enter Massachusetts.

The National Fraternal Congress has over 8,000,000 mortality cards.

—Even crooked money is in straitened circumstances these depressed days.

—Plato the philosopher and pupil of Socrates, was an oil merchant who traveled in Egypt. And it was a standard oil, too.

—The adverse rulings of insurance commissioners and the opposition of local agents and brokers have ended in the resolution of fire underwriters to pay the stamp tax on policies. This tax of half of one percent of the premiums will amount to about \$1,500,000 annually.

—It is better for a ruler to be feared than loved. He should remember that all men are ungrateful, fickle, timid, dissembling and self-interested; that love depends on them, but fear depends on him, and hence it is best to prefer the latter, which is always in his own hands.—Machiavelli.

—The commissioners who want to run the fire department in the interest of politics and who care nothing for the efficiency which is thereby killed are: Dr. C. E. Jones, of the Mission; Charles T. Spader, of the Mission; A. J. Martin, an old time politician; James E. Dillon, a McCarthy appointee.

—In the eighth century, a thousand years before Dr. Johnson's dictionary, an Arab dictionary of sixty volumes was composed. The definitions were supported by quotations from well known Arabian authors. The Arabs claim their language, and not the Greek, is the most nearly perfect in the world.

—A member of our office family shipped the family cat to a ranch twenty-five miles away. The cat stayed one day at its new home. Six months later it reappeared at its old home, emaciated and forlorn in appearance. How did it find its way back over the mountains in a strange country and through the long streets of a big city?

	Nevada		Utah	
	Premis.	Losses	Premis.	Losses
Palatine	2,794	31	6,004	976
Pelican			354	98
Pennsylvania	7,847	3,737	2,364	1,040
Peoples National			3,789	3,415
Phoenix Assurance	9,291	3,814	6,614	3,732
Phoenix of Hartford	6,093	5,425	13,127	850
Providence-Washington	2,089	394	4,391	101
Prussian National			14,433	9,736
Queen Ins. Co. of America	19,502	15,159	13,421	7,318
Rochester-German			3,491	2,003
Royal Exchange			5,836	3,750
Royal	30,693	17,217	22,903	10,211
Scot. Union & National	6,892	7,212	4,525	4,517
Security			5,857	547
Springfield F. & M.	15,736	11,536	12,464	4,219
Standard			1,544	
St. Paul F. & M.	2,298	3,666	7,000	2,020
State Assurance			584	1,011
Stuyvesant			15,263	11,092
Sun of London	10,666	1,165	7,481	3,985
Svea	5,592	1,711	3,792	1,527
Union Assurance	5,153	4,837	5,205	3,528
United States Fire			7,796	4,150
Vulcan			731	
Western Assurance	2,514	1,000	2,741	1,869
Westchester	3,302	222	2,305	464
Williamsburg City			18,546	16,829
Yorkshire, Ltd.	140		1,382	

	Alaska		Arizona	
	Reported to the Coast Review			
	Premis.	Losses	Premis.	Losses
Aetna	4,175	41	20,832	8,070
Aachen & Munich	907	92	2,962	1,023
Agricultural	3,245	28	11,793	12,250
Alliance	377	. . .	5,758	2,188
American Central	408	. . .	10,256	7,568
American, N. J.	745	. . .	. . .	. . .
Arizona Fire . . . . .	. . .	. . .	33,012	12,547
Atlas Assurance	1,294	. . .	14,982	5,594
British America . . . . .	. . .	. . .	2,719	766
Boston	728	. . .	. . .	. . .
Caledonian	3,740	1,219	9,506	1,578
California	7,421	1,751	19,785	5,161
Camden	58	. . .	. . .	. . .
Citizens, Mo.	2,399	1,793	13,593	3,838
Colonial	6,301	198	4,264	499
Commercial Union Assur.	4,349	. . .	11,100	1,429
Concordia	1,004	. . .	. . .	. . .
Connecticut Fire	1,617	2	14,760	8,263
Continental . . . . .	. . .	. . .	8,297	2,273
Delaware Und.	3,805	. . .	4,355	1,049
Detroit F. & M.	1,093	767	849	. . .
Dubuque F. & M.	518	. . .	. . .	. . .
Equitable F. & M.	1,129	. . .	2,558	100
Fidelity Phenix	4,014	35	10,196	4,899
Fireman's Fund	5,359	1	35,023	14,228
Firemens . . . . .	. . .	. . .	6,221	2,430
Fire Association . . . . .	. . .	. . .	13,152	3,753
German Alliance Ins. A.	797	97	906	658
German American	6,296	522	18,076	11,651
Girard F. & M. . . . .	. . .	. . .	3,952	1,254
Glens Falls . . . . .	. . .	. . .	4,377	1,356
Globe & Rutgers	4,436	1	11,066	7,903
Globe Underwriters	223	. . .	454	9
Hartford Fire	16,676	6,046	37,826	12,906
Home of N. Y.	3,877	. . .	42,536	35,231
Home of Utah	490	14	619	464
Ins. Co. of North America	2,827	. . .	12,781	2,577
Law Union & Rock	3,137	582	. . .	. . .
Liverpool & London & Globe	2,370	. . .	17,901	8,904
London Assurance	12,699	3,355	14,669	12,017

	Alaska		Arizona	
	Premis.	Losses	Premis.	Losses
London & Lancashire . . .	1,174	26	10,437	6,690
Mechanics & Traders . . .	285		101	1,000
Mercantile F. & M. Und. . .	1,282		3,668	3,522
Michigan F. & M.				
Michigan Commercial . . .			4,423	550
Milwaukee Mechanics . . .	56		118	
Minnesota Underwriters . .	10,610	1,775	43	
National Fire			15,357	8,492
New Brunswick			3,481	54
New York Underwriters . .	4,231	117	10,089	3,347
New Zealand	5,458	29	17,629	5,026
Newark	1,181		5,490	1,756
Niagara-Detroit	3,521	2,753	1,725	521
Niagara Fire	10,356	1,976	15,494	5,649
Northern, N. Y.	508		106	35
North British & Mercantile . .			12,551	2,520
North River			8,546	6,225
Northern Assurance			9,162	1,598
Northwestern F. & M. . . .	782	18	268	
Northwestern National . . .			4,860	71
Norwich Union	8,169	73	14,618	2,986
Occidental			2,365	524
Old Colony	283			
Orient			5,920	4,617
Palatine	2,910		11,715	4,722
Pelican	674		297	302
Peoples National	1,560			
Pennsylvania Fire	1,387		8,228	1,101
Phoenix of Hartford	6,227	663	10,742	1,779
Phoenix, London	7,320	1,523	8,237	4,649
Providence-Washington . . .	2,932		3,596	751
Queen Ins. Co. of America . .	2,662	1,373	21,815	6,985
Rochester-German	2,281			
Royal	3,707	2,809	37,238	35,115
Scottish Union & National . .	2,789		6,955	1,439
Security			6,838	5,786
Springfield F. & M.	5,486		36,876	18,862
St. Paul F. & M.	11,424		538	12,500
Sun of London	6,550	210	18,239	15,458
Svea	3,436	1	7,858	3,239
Union Assurance	2,783	387	11,693	1,722
Westchester Fire	4,236	525	10,023	3,327
Western Assurance			3,428	3,153
Yorkshire	2,061		920	

California

	S. F. Premis.	Premis. Rec'd	Losses Paid	Losses Incur'd
California	\$ 61,985	\$239,742	\$108,014	\$101,614
Capital F.	3,205	28,522	11,700	13,376
Fireman's Fund	88,132	541,096	235,187	238,131
Los Angeles Fire	765	15,608	17,139	11,863
Vulcan Fire	4,508	49,071	17,914	19,002
Aetna	149,099	519,547	182,216	191,458
Agricultural	24,560	129,727	62,094	58,354
Alliance	13,110	58,208	27,617	29,788
American, N. J.	20,650	160,080	69,403	72,609
American Central	26,888	126,472	55,218	60,391
American Druggist		6,262	217	816
Arizona	1,653	6,077	839	1,785
Austin Fire	7,271	27,472	21,885	24,447
Boston	5,717	39,029	10,013	10,495
British & Federal Underw. . .	896	2,019		
Caledonian-American		4,079	1,530	1,803
Camden Fire	2,859	68,535	37,480	29,495
Citizens	565	69,451	40,732	40,657
Citizens, Md.	2,515	9,913	4,916	4,976
City of New York	14,709	62,445	35,918	40,414
Colonial Fire Underwriters . .	16,919	119,418	43,398	44,649
Commercial Fire	2,721	10,661	5,407	5,403
Commercial Union Fire . . .	2,767	15,428	3,534	4,151
Commonwealth, Texas	7,271	27,472	21,885	24,447
Commonwealth Fire	8,474	25,864	2,968	2,754

California				
	S. F. Prens.	Prens. Rec'd	Losses Paid	Losses Incur'd
Concordia Fire	\$39,606	\$ 75,240	\$ 53,675	\$ 52,204
Connecticut Fire	43,663	242,118	98,392	93,566
Continental Fire	77,070	440,627	200,983	213,640
Delaware Underwriters	5,924	37,238	6,946	6,946
Detroit F. & M.	2,951	17,636	1,745	2,718
Dubuque F. & M.	21,696	65,381	28,040	27,158
Eastern Underw. Agency	7,132	36,269	15,176	15,676
Equitable F. & M.	567	46,508	24,805	22,982
Fidelity-Phenix	42,368	198,090	81,475	81,391
Fire Association	48,118	142,544	51,596	51,333
Firemens	26,294	112,879	57,003	57,003
First National Fire	5,191	23,919	5,016	8,323
Franklin Fire, Penn.	17,995	67,212	46,994	42,072
German Fire, Ill.	5,242	22,469	18,660	18,660
German Fire, Pa.	21,753	44,554	34,288	32,061
German Alliance Ins. Ass'n		22,572	10,485	8,971
German-American	47,341	375,260	197,698	191,871
German-American, Penn.	2,276	9,963	981	1,011
Germania Fire	12,013	31,935	8,478	10,886
Girard F. & M.	17,117	64,493	31,249	31,249
Glens Falls	14,260	84,013	38,994	38,994
Globe & Rutgers	27,202	122,844	55,573	47,344
Globe Underwriters Agency	1,115	12,103	3,528	1,469
Hamilton Fire	937	6,115	1,979	1,986
Hanover Fire	10,958	74,697	32,788	32,179
Hartford Fire	120,646	584,527	239,613	231,017
Home	225,829	842,637	363,303	359,525
Home Fire	7,643	24,737	7,315	7,716
Humboldt	25,740	55,348	15,358	16,524
International Fire	2,842	8,859	9,380	8,125
Ins. Co. North America	62,084	228,288	97,387	96,068
Ins. Co. State of Penn.	15,305	65,452	41,302	44,892
Jersey Fire Underwriters	18,239	40,788	8,724	9,054
Lumber	5,461	15,608	17,139	18,071
Mechanics & Traders	7,495	57,259	19,406	23,218
Merchants Fire	4,773	16,504	4,628	5,250
Merchants Fire Assurance	14,187	30,316	7,195	6,838
Mercantile F. & M. Underwr.	1,248	15,979	8,827	9,234
Michigan F. & M.	11,804	49,231	29,570	27,069
Michigan Commercial	14,165	51,018	16,359	18,089
Minnesota Underwriters	1,111	9,906	6,995	7,012
National Fire	56,003	300,086	102,011	101,913
National Lumber	3,586	6,102	4,315	6,923
National Union Fire	119,745	413,489	137,096	232,007
National Ben Franklin	54,042	125,056	39,823	34,341
Newark	6,421	42,386	18,443	18,957
New Brunswick	21,136	51,610	13,430	13,822
New Hampshire	27,904	95,489	19,195	27,460
New Haven Underwriters	10,864	21,000	1,250	1,250
New Jersey Fire	18,017	77,901	16,837	18,051
New York Underwriters	20,908	183,434	77,358	70,237
Niagara Fire	39,813	234,745	101,332	105,221
Niagara-Detroit Underwriters	8,400	55,838	19,492	22,010
Northern, N. Y.	3,615	10,320	1,611	2,116
Northwestern F. & M.	1,342	6,027	375	375
Northwestern Mutnal	7,573	132,004	80,022	81,027
Northwestern National	20,987	198,420	86,781	95,691
North River	25,840	141,463	38,934	40,520
Occidental	878	8,788	5,631	6,222
Old Colony	1,037	10,557	2,667	2,680
Orient	17,188	75,245	38,004	43,080
Pacific	4,114	53,319	23,508	23,018
Pelican Assurance	6,669	27,690	16,177	16,382
Pennsylvania Fire	18,854	193,260	103,290	99,613
Philadelphia Underwriters		79,225	32,390	28,121
Peoples National	4,682	35,435	13,378	13,465
Phoenix of Hartford	55,075	296,633	113,325	122,227
Providence-Washington	20,638	113,703	43,402	44,835
Queen Ins. Co. of America	52,804	331,361	164,934	164,633
Rio Grande	3,879	11,120	4,618	4,437
Reliance	9,113	47,203	27,664	29,029
Rhode Island	5,504	15,377	3,419	4,045
Rochester-German	10,868	69,977	29,057	31,523
Secruity	17,305	100,094	34,884	34,884
Springfield F. & M.	71,719	344,461	158,370	157,047

California				
	S. F. Prams.	Prams. Rec'd	Losses Paid	Losses Incur'd
St. Paul F. & M.	27,142	134,321	58,696	64,827
Southern States	1,993	12,775	2,760	2,760
Standard	5,462	22,048	15,847	16,004
Sterling	3,434	10,279	1,072	1,472
Stuyvesant	6,780	47,866	27,658	22,659
United Firemens	13,510	44,505	26,483	22,753
U, S. Fire	15,838	72,864	9,934	13,116
Westchester Fire	17,929	115,148	55,874	50,054
Williamsburg City Fire	10,535	36,448	13,652	13,845
Aachen & Munich	361	2,478	23	23
Atlas Assurance	34,899	198,527	121,938	127,361
British America Assur.	1,689	14,686	3,892	2,806
Caledonian	16,105	153,008	62,821	62,648
Century	6,409	18,051	13,911	14,797
Commercial Union Assurance	31,359	143,066	52,856	52,283
Law Union & Rock	14,103	66,215	47,501	46,916
Liverpool & London & Globe .	239,518	544,618	197,585	208,017
London Assurance	75,447	381,736	173,885	175,505
London & Lancashire	50,798	248,650	116,316	112,921
Netherlands	8,515	30,440	1,018	6,409
New Zealand	109,470	283,767	121,504	123,235
North British & Mercantile . .	71,365	346,682	110,520	120,677
Northern Assurance	76,134	282,771	125,199	107,156
Norwich Union Fire	18,211	71,400	24,184	23,829
Palatine	16,089	90,848	39,843	39,794
Phoenix Assurance	66,262	253,995	124,173	125,725
Prussian National	15,316	154,418	111,630	106,899
Royal	124,957	620,551	297,506	304,715
Scottish Union & National . .	38,104	154,496	49,923	48,797
State Assurance	2,366	13,552	5,738	5,408
Sun Ins. Office	47,760	255,184	74,980	80,962
Svea Fire	13,797	95,488	51,195	37,708
Union Assurance	41,636	149,834	94,439	90,858
Western Assurance	25,203	104,700	34,962	33,979
Yorkshire	20,908	70,590	22,574	25,827

Life Notes

A new life company is being organized in San Francisco.

“The Consolidated Mutual Life” is advertising “Taylor Dodge” and “Elaine” in the San Francisco papers. What’s the dodge?

A policy for \$25,000 and another for \$50,000 were the initial doings of the Manhattan Life’s new Philadelphia man, Wm. L. Megary.

Messler of the San Francisco Life has gone with the West Coast Life, succeeding Picker as manager of the general agency which has its headquarters in the Royal Insurance building. An excellent selection indeed.

Specially low non-participating rates are promised.

Two new life companies will soon be organized and two life companies will retire early in 1915.

Our January number will contain interesting characteristic extracts from life men’s papers read at the Presidents’ meeting.

Decreasing Death Rate

A noted biologist intimates that the decreasing death rate is due to the decreasing birth rate more than to improved sanitation. He might well have added, that countries with the highest birth rate are most likely to start a war.

LIFE, CASUALTY, ETC.

Pacific Coast Casualty Company

The new owning management of this twelve-years California casualty company have made a thorough overhauling of its affairs and got it into first class shape and fine condition. There is no longer any influence or method of the old ousted management. A better class of business is written and the underwriting liabilities are without the speculative element which tempt less conservative directors. Not quantity but quality is now the governing motto. President Miller is giving the affairs of the Pacific Coast Casualty Co. his constant supervision and has succeeded in materially reducing expenses and losses.

The Pacific Coast Casualty has \$250,000 deposited with the state treasurer at Sacramento for the special protection of policyholders. It is the only casualty company in California which has such deposit.

The new owners of the Pacific Coast Casualty Company, which may now be regarded as technically a "close corporation," will not hereafter allow its stock to be listed "on 'Change." This prevents any pretended quotations or offerings of shares of the capital stock.

Do you believe the orphan boy has as good a chance for place and profit now as when you were a boy? Isn't the need of life insurance greater now than then?

In September five fly-wheels exploded in the United States, as recorded in the F. & C. Bulletin.

The November productions by general agencies of the Bankers Life of Des Moines include these: J. T. Kendall, Colorado, \$118,600; C. A. Reed, California, \$59,500; F. C. Woodward, Montana, \$55,000; F. C. Austin, Oregon, \$54,500; A. F. Smith, California, \$52,000; L. A. Jacox, Washington, \$50,100; A. C. Deatz, Jr., New Mexico, \$29,000; W. G. Hutchins, Washington, \$20,500.

New Home Office Building of the Northern Life

President H. C. Henry is erecting a home office building for the Northern Life Insurance of Seattle at the southeast corner of Fourth avenue and Seneca street. The building will be of pressed brick and terra cotta, two stories, with mezzanine floor and basement.

Life Presidents' Meeting

The eighth annual meeting of the Association of Life Insurance Presidents in New York was a great success, with some 200 officials and others present. General Counsel and Manager Robert Lynn Cox opened the event and Jesse R. Clark of the Union Central presided. He struck the keynote of the concert when he said that modern day thought rings with the idea of service.

Surrender and Lapsation

Our investigations seem to point directly to the fact that for the most part persistent business, and therefore the maximum return for one's efforts, can be made certain at the issue of the policies. To a large extent surrender and lapsation are attributable to factors such as the following, all which can be practically eliminated when the applications are secured and policies delivered:

1. A poor grade of applicants—Many men are insured under an ordinary policy who are distinctly of an industrial grade. The policies are frequently written on the quarterly basis and before the end of the year a large percentage have lapsed.

2. Over-Selling—The issuance of more insurance to a prospect than he can really carry.

3. Misunderstanding—The insured frequently does not understand what the policy promises and is therefore likely to become dissatisfied. It is a good practice to eliminate this possibility by going over thoroughly the conditions of the policy when it is delivered. However, this misunderstanding is not always the fault of the agent.—Phoenix Mutual.

LIFE INSURANCE

Life Underwriters Association of San Francisco

A special meeting and dinner of The Life Underwriters' Association of San Francisco was held Thursday evening, December 10th, 1914, at which 26 members were present. President Matson presided.

The applications for membership of Geo. D. Reid of the Prudential, Eugene R. Ellis of the Penn Mutual, A. F. Smith of the Bankers Life, and M. B. Havner of the Union Central, were recommended to the association for election by the executive committee. The secretary was instructed to cast a ballot electing.

Mr. Hathaway of the Mutual Life explained in detail the formation of the Insurance Club, tentative regulation of dues, etc. On the evening of December 9th the total charter membership was 113, and the list was rapidly growing. Mr. Hathaway stated that while the resolution of this association authorizing the formation of a club actually made that club the official entertaining body for the National Convention of 1915, he nevertheless believed it well that an entertainment committee be appointed to directly represent this Association in that work, and offered the following as a motion:

"That a committee be appointed from this association for the purpose of making preparations for the entertainment of The National Association of Life Underwriters here next year; for the conducting of that entertainment during their presence; and for the purpose of devising ways and means of raising money for such work.

"That the work of the committee be conducted either in co-operation with, or independent of, the Insurance Club, as seems best in the eyes of the committee as their work progresses.

"That the chairman of the committee have full authority in connection with the arrangements for, and conducting of, such entertainment; as well as to create sub-committees, either from the membership of the original committee or from the ranks of

the association, as they become necessary for the proper carrying on of the work."

The above motion was unanimously carried.

Mr. Hathaway then addressed the meeting upon the subject of a proposed joint conference between the Los Angeles and San Francisco associations, to be held at some intermediate point at an early date. He explained that this idea was the outgrowth of a suggestion made at the time Messrs. J. Newton Russell and F. E. McMullen were recently entertained by the life insurance men of San Francisco at an informal luncheon; and that while he, at that luncheon, was authorized to appoint a committee to take the matter in hand, he preferred that official appointment be made by the association, in conformity with the procedure adopted at Los Angeles.

Mr. Hunter moved that Mr. Miles, of the Connecticut Mutual, twice winner of the Ben Williams Vase in competitive essays, be tendered a resolution of thanks by this association. Upon second of Mr. Messler, the motion unanimously carried.

Truly, here is something original, assembled by the mechanical genius of the Farmers & Bankers Life of Wichita, Kan.:

"Who pays the taxes? You all know to your sorrow that you are the ones who pay the taxes.

"Do you pay all your taxes at home?

"Have you any life insurance? Yes. Is it in a home company? No, is the answer 98 times out of a hundred. If you have insurance in an Eastern company, you pay taxes in the East.

"Your little premium pays its small part to support the governments of many Eastern states.

"Whatever that tax is in your individual case, you pay it and pay it twice."

Now all this is as clear as Kansas mud in Kaw valley.

A life of ease without affliction is but as a dead sea.—Demetrius.

Additional Capital

The Northern Life of Seattle is increasing its capital stock from \$125,000 to \$150,000, the additional stock being sold at \$150 per share. This will enable the company to operate in forty states.

The International Life

The annual statement of this new company possesses more than ordinary interest, because it is taking over the outstanding insurance and the assets of life companies which are prepared to depart in pieces. It has been increasing its capital by exchanging its own shares for those of the retiring absorbed company.

The International appears to make a specialty of absorbing moribund companies, and much of its outstanding insurance is that which was willing to be transferred from the companies which had not made a success. As we pointed out in our September book, there is unavoidably what is called "a selection against" the reinsuring company.

The policyholders who refuse to be reinsured are the best class of lives—the strongest and healthiest. The percentage of inferior lives which are transferred is undoubtedly larger than that of a group of policyholders "written" or insured in the ordinary manner.

We are therefore confident that the mortality rate of this company will be materially higher than that of a company which secures its business in the usual way. The capital and surplus should therefore, as a due measure of safety, be large, and relatively larger than the capital and surplus of companies not specializing in reinsurance of embarrassed companies.

Policies issued during 1913 were 5,714 for \$9,711,402.

But the total terminations in 1913 were 4,368 for \$8,250,592. There were 71 deaths, 331 surrenders and 3,966 lapses. The lapsed insurance amounted to \$7,123,426.

This is certainly an extraordinary record of lapses—of policyholders who possibly were mostly dissatisfied.

The legal expenses seem large, being \$21,817.

The net amount of uncollected and deferred premiums on December 31 was \$72,814, of which \$10,194 was on new business and \$62,619 on renewals.

Of the total assets, \$136,706 was not admitted by the state insurance commissioner. The items of assets not admitted: \$97,762 was for agents' balances; \$17,813 was "bonds and collateral loans," \$10,372 was "bills receivable," and \$8,548 was "premium notes and loans on policies and net premiums uncollected and deferred in excess of the net values of their policies."

The International says, in its annual statement, that it is strictly proprietary and the surplus is the property of the stockholders. Also, that profits may be paid stockholders "as determined by directors."

The capital is \$525,000. Last year the stockholders were paid \$133,187 dividends. In taking over companies paying dividends to policyholders, their contracts must be carried out, at least until new contracts can be substituted. Though not itself issuing dividend policies, it reports \$96,893 dividends applied to pay renewals, and \$7,392 dividends paid.

Losses from "loading" were \$92,687.

This company took over the contracts and investments of a small California company, which probably accounts for its possession of five acres of California land and 160 acres of Arizona land. There are mortgage loans in several states of the Pacific West, doubtless taken over from the reinsured. We understand that of itself it makes no investments of reserve funds in this field. If in error, we are ready to make any correction.

Notes are taken for premiums. That is, renewal premiums may be one-fourth cash and three-fourths note. This is a bad feature.

In this country the experience of companies accepting any considerable part of their premiums in notes has not been favorable, and it remains to be seen whether any company making a specialty of reinsuring unsuccessful companies can itself succeed.

George C. Fichter, Rochester, new general agent for the Manhattan Life, sent in a \$15,000 application the first day.

INSURANCE OF ALL KINDS

West Coast Life Ins. Co.

This California Life office has had a fairly good year. A good total of new choice business has been written, and the industrial branch has reached "a paying" or self-supporting basis. New contracts or policies may soon be announced. The West Coast Life policies are original, liberal and safe, and the stockholders are representative capitalists and business men. The actual surplus is much larger than reported.

An Error Corrected

For some time it has been a common report that the C. A. Smith Lumber Co. loss at Bay Point last year was not fully paid by some of the mutual fire companies which largely covered the risk. It was also stated, with some definiteness, that some of the stock companies were slow in paying and had scaled down their losses. Our letter of inquiry addressed to the company was never answered. This neglect inspired further confidence in these reports. In a brief paragraph in our November number we erroneously stated, in an expression of common report, that "the Smith Lumber Co. has replaced its mutual insurance with stock insurance," and "it is understood that not all the claims against mutual companies for losses at the big fire have been paid."

There has also been a report that the risk has been improved with a view of getting Board companies to write it. We are assured that this report is true.

James S. Brown, auditor of the lumber company, writes to W. F. Snyder, manager of the Northwestern Mutual Fire, and denies that his company's mutual insurance has been replaced in stock companies. He adds the statement that there are no outstanding claims against mutual companies, and that the lumber company has now as much mutual insurance as before the fire.

We have seen a list of the stock companies on the risk when it burned. Some were the best non-boarders, but many were of

the nondescript sort from obscure American cities and from England and elsewhere. It is admitted some of the latter sort were extremely slow in paying their losses.

San Francisco 1906 Conflagration

Nye Danske	\$ 230,990
Union, London	4,076,268
Hanover Fire	1,376,542

The foregoing larger figures are corrections of the estimates printed in the November Coast Review magazine edition.

The Associated Underwriters, Inc.

W. W. Alverson is doing a successful, and as we are informed, a conservative business, as manager of the Associated Underwriters, Inc., of San Francisco, representing the North River, the United States Fire, the New Brunswick, the Merchants and the Williamsburg City. These are strong, well established companies. For these companies Manager Alverson writes \$400,000 premiums, of which the San Francisco percentage is 11. Last year's loss ratio was only 32.8 percent.

Mr. Alverson was born in Union Springs, N. Y., September 2, 1870. He is therefore scarce yet in the prime of life, and should have years of success in the future. In his native town he was graduated from the grammar and high schools and the Friends (Quaker) academy. He is married and the happy father of two bright boys.

Soon after the Seattle fire in 1899 Mr. Alverson, then emerging from his salad teens, came West, with the usual ambition, and worked from messenger boy to paying-teller in the Washington National Bank of Seattle. Later he engaged in real estate and insurance in that bustling city. About 1893 he came to San Francisco as counter-man for the Atlas. He was special agent for that office in California and Nevada, and later for the Northwest, including Utah. Returning to California, he became special agent for Gutte & Frank's companies, then manager for Arthur G. Nason & Co., and

after the fire a partner, until appointed assistant manager of the Associated Underwriters, Inc., in February, 1909.

Fire men should avoid even "the appearance of evil," as indicated by any approval of rate making or rate regulation by the state. The old saying, "give a nigger an inch and he'll take an el," applies here. Politicians are eager to interfere in everything and build up a bureaucracy which makes places and salaries and creates political power.

Field Men's Notes.—The special agency force of the New York Underwriters Agency in the Coast field is now as follows: A. E. Bailey, Seattle; H. B. Hagen, Spokane; V. H. Quitzow, San Francisco; A. C. Anderson, Los Angeles.

Mutuals Squelched.—A federal grand jury has indicted several men for operating fake mutuals named the Home Fire, American Mercantile F. & M. and the Equitable F., all of Delaware. All assets totaled \$600. Among the indicted is the notorious Frank Anthony.

Was He Insured?—U. S. Manager Post of the Caledonian has for the second time had his silverware burglarized.

It is said that the present administration at Sacramento will back a state fire insurance bill.

The Western States Life won \$39,500 from Pres. Briggs' estate, which puts color into the emaciated surplus.

Boston's San Francisco conflagration charge of 15 percent on buildings has been removed by the local board. Rather slow; but then Boston has 57,000 wooden buildings, or many more than San Francisco had on April 17, 1906.

In Massachusetts it is proposed that where firemen are injured or killed at fires caused by carelessness the owners shall indemnify from \$1,000 to \$5,000. A chance for a new insurance contract.

The Individual Underwriters of St. Louis is retiring from business, after 14 years.

Wayman and Henry General Agency

Companies represented by Wayman and Henry of San Francisco are: Sun of London, \$33,000,000 assets; National of Hartford, \$15,500,000 assets; Michigan F. & M., \$1,600,000 assets; Mechanics & Traders, \$1,600,000 assets; Sun Underwriters Agency of London; Colonial Fire Underwriters Agency of Hartford. The joint resources exceed \$52,000,000.

The agency occupies the second, third and fourth floors, and a ground floor city office, of the National building at the northwest corner of Sansome and Sacramento streets. The total Coast premiums written average over \$1,800,000 a year. Last year this general agency ranked No. 1 in volume of Coast premiums. Since established this agency's loss ratio has averaged only 36 percent.

HOLIDAY PLEASANTRIES.—With Christmas greetings from Miller, Henley & Scott, managers Western and British America, a new leather bill-fold, "made in"—great variety. It tells at a glance whether you have any reserve or other federal paper money.

From Harvey Thomas of the Prudential Ins. Co. a pretty card of holly Christmas greetings and best wishes for a prosperous and happy new year.

From the Glens Falls Insurance Co. on a card the season's promptings to express appreciation of that intangible but invaluable asset "goodwill" kindly bestowed in 1914 and other years, which the company appreciates and reciprocates.

With kind thoughts and best wishes the Pacific department of the Liverpool & London & Globe presents a card with the handsome "signatures" of Manager R. P. Fabj and Assistant Manager Thos. H. Anderson.

The Occidental Life of Los Angeles, (Robt. J. Giles, manager) issues a handsome Christmas card, thus in words: "May the Christmas tide bear you to the highest level of your desires and the ebbing year leave you stranded upon the golden shores of peace, prosperity and happiness."

Law Union & Rock Ins. Co.

It was sixty years ago that the Law Union began business. In 1892 it amalgamated with the Crown, and in 1909 it absorbed the Rock Life, which was a hundred years old. Then the name Rock was substituted for Crown. This union greatly enlarged the assets.

Since 1906, when the Law Union incurred heavy losses in San Francisco, the company's loss experience has been very favorable, enabling the company to strengthen its reserves.

The Law Union & Rock has \$47,819,280 gross assets, of which some \$7,000,000 is applicable to the payment of fire claims.

The capital is \$825,000 and the debenture stock is \$1,416,800. There is a special fire reserve fund of about \$1,500,000.

On the Pacific Coast this old British office is represented by Manager H. H. Smith, who also represents the Union Assurance Society.

Dirty Politics in the San Francisco Fire Department

Two Fire Chiefs — Political Fire Commission Is Dismissed

Thomas Murphy, chief engineer of the fire department of San Francisco, has proven himself to be a thoroughly competent and "up-to-date" official, working solely for the efficiency of the men and the equipment and not at all for politics. He has not tolerated drunkenness, insubordination or other forms of incompetence among the men of the department. Therefore he displeased the "push" politicians of the fire commission and also the inferior firemen who resented his strictness of discipline.

For a long time there have been persistent rumors of plans to dismiss Chief Murphy and replace him with a less competent man who would make promotions of unworthy firemen and tolerate the shortcomings of political favorites. The forced retirement of two members of the fire commission was a part of the plans to make the department a political machine.

The announcement of the dismissal of Mr. Murphy and the appointment of the

pensioned former fire chief, Patrick Shaughnessy, was therefore no surprise. Both the retirement and the appointment were illegal, under the city charter provisions. Fortunately, Mr. Murphy is still chief. At least, the city attorney and the mayor say so.

For a time the situation was embarrassing and menacing. At two fires the rival chiefs were present. There were conflicting orders and divided allegiance. Mr. Shaughnessy shouted orders, entered the smoking house—and slipped and fell down stairs. Fortunately—for the city—these fires were easily extinguished.

Field Men's Notes.—Edgar Stevens has been appointed special agent for the Home Ins. Co. and the Home Underwriters Agency for the state of Oregon, with headquarters at the Portland general agency, 311½ Stark street, for which J. D. Coleman is general agent.

At Los Angeles, O. D. Baldwin and B. C. Fisher do field work for the Edwin Parrish companies, in place of R. H. Reynolds.

After January 1st H. R. Hackett ceases to represent the Christensen & Goodwin companies in the California field.

For E. T. Niebling, I. M. Fisher Jr. headquarters are now in Helena.

The National Union's field force on the Coast includes—at San Francisco Dixwell Davenport, Jno. R. Bertholf, E. W. Hall; at Los Angeles, Wm. M. Stodghill; at Seattle, Henry G. Graan; at Spokane, J. F. Price.

H. J. Casseday, formerly special and adjuster for the Rocky Mountain Fire Insurance Co., Great Falls, Mont., has resigned his position and will take up the work of independent adjusting in the Montana field. His office and headquarters will be in Great Falls.

H. H. Smith is not now special for the New York Underwriters at Los Angeles. A. C. Anderson has been transferred to the latter city.

The ignorant mind cannot sustain the truth.—Roger Bacon.

GENERAL

Death

Death either consumes us or liberates us. Either is good. Wherefore then should we grieve?—Seneca.

Not at all, Seneca, especially if your life is insured.

California.—Amendment No. 9, the “blue sky” proposition, regulating investment companies, was defeated by a vote of 249,500 for and 353,812 against. This initiative act authorized the governor to appoint an auditor of investments, defined investment companies, prohibited sale of certain (uncertain) securities, before filing a financial statement.

It may be dangerous to touch an electric light fixture when bathing. The water and metallic tub and pipe connections reaching into the earth make a perfect circuit in the event of any defect in the electric light fixture. Two fatalities to tub-bathers have been recorded recently.

Tonopah, Nevada, has high hills, or mountains on three sides—rising from 500 to 1,000 feet. A reservoir on the side of one of these hills would give a high pressure for the water service. The Daily Bonanza says that this mining camp is blessed with more than a liberal supply of water for all milling and domestic service. The Tonopah water company has developed large bodies of water flowing from the peaks. The county has paid \$3,000 for an auto fire truck, but there was a \$25,000 fire on October 29, despite the abundance of water.

Goldfield, Nev., has a tank holding 150,000 gallons of water, high up on the side of the malapai. The tank has an automatic register showing the amount of water. This water is held for fire purposes and the water company is not allowed to drain from it in times of drought. In the dry, hot season the fire chief visits this tank frequently to see if the water company has drawn from this reserve. He often makes this visit at 12 o'clock midnight.

Possible Ways to Meet State-Reduction of Rates

The fire underwriters know, or can know, what the loss experience has been on different classes of risks. If the politicians, for political capital, impose rates which will not permit a proper profit according to past experience, the companies can and should refuse to gamble by accepting any business at such arbitrarily restricted rates. Furthermore, fire insurance men in such de-individualized muck-raking states should take no part, by advice or deed, in fire protection measures.

There is in circulation this:

J O F F R E
F R E N C H

Fold between the names, then fold cross-wise midway, and read each side. Odd, isn't it?

Fire.—The G. W. Neass shipyards, San Francisco, burned, with \$50,000 loss.

Marine Loss. — The str Coos Bay was leaving Ventura wharf when a big sea struck her and swung her nose far under the pier. The little ship was soon half filled with water. The Coos Bay is 30 years old, 180 feet long, 27 feet beam and 14 feet deep. She is being salvaged.

The Call life insurance department appears to have been “called” rather early.

Marine Losses.—The Danish motor ship Malakka, on the end of Bird rock of the Natividad Islands off Lower California, is probably a total loss. Her cargo is valued at a million. The American - Hawaiian freighter Isthmian grounded on Benito island on the same night (Dec. 18.). Both ships were carried 50 miles eastward by gales and currents.

Forty-four men in the United States have a net income of more than \$1,000,000 a year. We'll wager that every one of them carries life insurance too.

October Defalcations

Press notices and dispatches as collated by the bonding department of the Fidelity & Casualty Company of New York indicate for the month of October the following defalcations:

Bank and trust companies	\$182,250.00
Beneficial associations	64,633.00
Public service	413,177.00
General business	115,940.11
Insurance companies	212.19
Court trusts	2,091.50
Transportation companies . .	127,883.65
Miscellaneous	25,147.25

Total \$931,334.70

Government Doesn't Play Fair.—Express companies, by implied authorization, collect from their patrons the "war" stamp cost but the government doesn't require from its parcels post patrons any stamp. This is a discrimination against private enterprise by a semi-socialist government.

Lloyd's Rates on Italy and Norway Joining the Warriors

London, Dec. 23. — Lloyd's is charging 30 guineas percent to insure against war between Italy and Germany, Austria and Turkey within one month and 50 guineas percent that war between those countries will not be declared within six months. Five guineas percent is asked to insure against war breaking out between Great Britain and Norway within twelve months.

Department of the Interior

Technical Paper 76. Notes on the sampling and analysis of coal, by A. C. Fieldner. 1914. 59 pp., 6 figs.

Technical Paper 94. Metal-mine accidents in the United States during the calendar year 1913, compiled by A. H. Fay. 1914.

Applications should be addressed to the Director of the Bureau of Mines, Washington, D. C.

The great Greek, Aristotle, was a druggist.

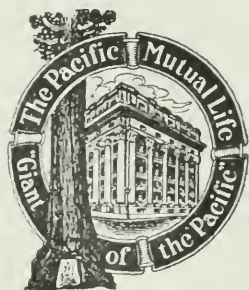
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ADMITTED ASSETS OVER \$30,000,000

CAPITAL AND SURPLUS \$3,379,530

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The Coast Review

COAST REVIEW

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Queen

Insurance Company
Of America, N. Y.

NET ASSETS, (JAN. 1, 1914) . \$9,980,013.15

NET SURPLUS, " . 3,961,146.00

E. F. BEDDALL

N. S. BARTOW

GEO. W. BURCHELL

President

Secretary

Vice-President

Gross Assets ^{JAN. 1} 1914 \$107,521,857

Exclusively Fire Assets 46,783,587

Net Surplus - - 17,380,987

Losses Paid - - 260,831,312

Transacts Largest FIRE Insurance Business of any Company in the World

GEO. CHAPPELL, Manager

J. J. ATKINSON, Sub-Manager

LIVERPOOL, ENGLAND



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San Francisco, Montreal.  Agencies in all principal Cities and Towns

ROLLA V. WATT, Pacific Coast Manager

JOHN T. FOGARTY, Assistant Manager

FREDERICK B. KELLAM, Branch Secretary

ROYAL INSURANCE BUILDING, SAN FRANCISCO

SPECIAL AGENTS: Frank M. Gilcrest, H. R. Burke, J. K. Urmston
J. B. Walden, D. L. Stewart, C. D. Gabrielson, E. P. Eldred,
J. H. Banks, F. J. Perry, J. T. O'Brien, R. S. Folger, Matt B.
Evans, C. A. Luhrs (automobile).

FIRE

Birmingham, Alabama, had a \$350,000 department store fire last week.

Wesley-Webster Printing Co., 1852 Steiner st., in the "tinder" district near Fillmore street, San Francisco, Dec. 21. Two alarms turned in. Loss \$5,000.

City Attorney Long of San Francisco gave an opinion to the effect that the action of San Francisco's bum fire commission in dismissing the fire chief without cause and without trial was illegal, being contrary to the city charter's provisions in chapter 1 of article ix. The suspended commissioners are preparing to fight the mayor and "peach" on him. They intimate that he too has been wanting a chief more amenable to politics.

The Commercial has reinsured in the Nord-deutsche, excepting the California business still unexpired. That will be reinsured soon, and this District of Columbia company will then liquidate. This retire-

ment we have expected. The loss ratio last year was 162.5 percent, with 66.8 expense ratio. Since 1911, it has been a "promotion" company.

We are informed that the reason the Exposition Company finally provided its own firemen is that the San Francisco fire commissioners insisted on rewarding firemen favorites with this snap assignment—men who were inefficient, insubordinate and drunken. Neither the fire chief nor the exposition people would "stand for" this "raw work." This is one of the reasons why the political board of fire commissioners have been trying to supplant the fire chief with a man likely to permit lax discipline and the retention and promotion of incompetent favorites of "the push."

Transportation. — The Hartford Fire is issuing a new form covering live stock from loading on trains to unloading. Crippling and death are covered. This is a new branch handled by live stock men. The possible liability of the railroad is subrogated.

Fire and Automobile Insurance

American of Newark

Chartered in 1846

Capital Stock	- - -	\$1,000,000.00
Liabilities	- -	5,452,043.92
Special Reserve Fund	-	300,000.00
Net Surplus	- - -	3,252,859.29
Total Assets	- - -	\$10,004,903.21

Pacific Branch Office, San Francisco, Cal.

GEORGE O. HOADLEY, Manager

Thos. H. Williams, Asst. Mgr.

MISCELLANEOUS

The New York mutual companies writing workmen's compensation risks have been warned by the state insurance department not to declare or pay dividends to their policyholders until they have at least one year's experience on their business, and even then not until examined by the department to determine if such action is justified.

LIFE

Pensions are indeed in the air, as we said some time ago. Here is the Equitable Life, which is not very original nowadays, is out with an income bond without medical examination. It is really an annuity policy without forfeiture of the principal in event of death prior to a certain time, and if death occurs later, the remainder over annuities is repaid. Interest earnings are forfeited by the individual. This "bond" helps to maintain the volume of assets.

FIRE

Woman Says She Was Bribed to Tell of the Arson Trust

Trial of an Adjuster

Chicago, December 16. — Mrs. David Korshak, whose husband has confessed to setting fire to many stores in the interest of the alleged arson ring, today told on the witness stand that for \$10,000 and \$50 a week she had contracted to expose the arson ring and cause her husband to confess. The statement was made in the trial of Joseph Fish, a fire insurance adjuster, accused of complicity in numerous fires.

The witness told of receiving \$250 a month from Fish, part of which she sent to her husband, then in hiding in London. Later she declared Fish cut down the payments he had been making and she agreed with counsel for the fire underwriters to tell all she knew and aid in the prosecution of the

alleged arson ring for \$10,000 and a weekly allowance. She said she had received \$7,500 of the contracted amount.

Fire Losses and Insurance Taxes Should Be Reduced

United States Leads the World in Insurance Taxes

The disbursements of a fire insurance company are for losses, agents' commissions, administration expenses, and state and federal fees and taxes. The first and the last of these are beyond the control of the companies. Everybody concedes that the fire losses are too high, averaging as they do fully 53 percent of the premium income. Those who have looked closely into the subject think insurance is taxed too heavily. The state and federal governments take from fire insurance companies for fees and taxes five and six tenths percent of premium receipts less losses. The general tendency is to increase the tax, as witness the recently levied "war tax" of one half of one percent of premiums.

No other business is taxed on its gross income. Even if losses and expenses exceed income, the tax is levied just the same. In the end it must be added to the cost of the insurance. It cannot be provided for in any other way.

It follows, therefore, that an effectual way to reduce the cost of insurance is to reduce the fire loss and the rate of taxation. These two items absorb by far the greater part of the fire insurance premium. They are both capable of reduction, and the public have the chief interest in such an accomplishment.

In no other nation is insurance taxed as it is in this country. In addition to burdensome fees and licenses exacted in the different states, each one levying these according to its need of revenue, the federal government has imposed first a corporation income tax affecting insurance companies, and then a tax of one half of one percent of the gross premiums of fire and certain miscellaneous companies. While a great effort has been made to lower the rate of insurance taxation, it has not accomplished its purpose.—Willard Done Bulletin.



Main Offices
56 Cedar Street

ORGANIZED
APRIL 13th, 1853

THE HOME Insurance Company NEW YORK

ELBRIDGE G. SNOW,
President

The completion of SIXTY YEARS finds THE HOME in the premier position among the Insurance Companies of the world not only in respect of FIRE ASSETS and SURPLUS to POLICY-HOLDERS—but with an unexcelled record for fair dealing in every emergency as well as in ordinary routine—with an unsurpassed equipment, and with the ability as well as the readiness to serve the public, its agents and brokers.

Michigan Agents Use 85,000 Endorsement Blanks

Manager William T. Benallack of the Michigan Inspection Bureau advises President C. F. Hildreth of the National Association that the official endorsement blank of that association has been adopted as the official form of the Michigan Inspection Bureau, and that 85,000 copies thereof have been furnished on request to Michigan agents so far.

Manager Benallack states that the adoption of the form by the Michigan Bureau undoubtedly will result in its general adoption as the Michigan forms are being used as a standard.

The endorsement blank issued by the Michigan Bureau is entitled "Uniform Standard Michigan" blank. The

National office is now printing a preliminary edition of 100,000 endorsement blanks to supply agents who have requested the same. It may not be amiss to state that the National Association has expended some \$2,000 in perfecting uniform blanks, to say nothing of the time put in by the officers and committees in connection therewith. This work is practically a gift conferred on the insurance fraternity at large, since it now seems likely that the blanks will be universally adopted and will be used largely by local agents and companies without any reminder that the National Association of Insurance Agents is responsible for the results.

Gresham, Or., Dec. 20.—Nine stores and shops burned.

Fire

Automobile

Marine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	59,256,504
Total Liabilities, including re-insurance reserve	49,292,061
Cash Surplus to Policyholders	9,964,423
Total Amount of Claims Paid	186,673,461

Assets in United States Held by Trustees, \$7,441,934

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE

558 Sacramento St.

San Francisco

E. T. NIEBLING, Manager

R. C. MEDCRAFT, Assistant Manager

1792—FIRE INSURANCE

AUTOMOBILE INSURANCE—1914

Insurance Co. of North America

OF PHILADELPHIA

ASSETS, \$17,938,783.51

Alliance Insurance Company

OF PHILADELPHIA

ASSETS, \$ 2,288,274.81

PACIFIC COAST DEPARTMENT :

JAMES C. JOHNSTON, General Agent

J. K. HAMILTON, Asst. General Agent

Alaska Building, 324 Sansome St. SAN FRANCISCO

SPECIAL AGENTS

A. C. WRIGHT, San Francisco	F. J. MAYER, San Francisco
W. F. KUHL, Los Angeles	WALTER E. BLISS, Portland, Ore.
M. H. REEVES, Spokane, Wash.	G. L. CAMP, Billings, Montana

Build Your Own Business



under our direct general agency contract. This is a liberal proposition for which men of ability can qualify. A few exceptional opportunities are open at present.

For particulars, address:
JOHN F. ROCHE, Vice-President

The Manhattan Life
Insurance Co. Organized 1850
66 Broadway, New York

FIRE

New Westminster, B. C., Dec. 13.—Fire destroyed home of C. N. Boyes, 16th ave., East Burnaby. Little furniture and family not living there. Origin a mystery. Some insurance.

Vancouver, B. C., Dec. 14. — Fire in Swarty Bros. store, 157 Water st.

Oakland, Dec. 18.—Pacific Lumber Co. plant at foot of 8th ave. on estuary damaged \$5,000.

Virginia City, Nev., Dec. 12.—The old International hotel burned at 5 a. m. It was a 6-story brick, well built, soon after this mining camp city was burned in 1871. The original cost in the palmy Comstock days was \$135,000. Considerable black walnut was used. Snow-covered roofs helped to keep the flames from spreading. The insurance loss is small.

Sebastapol, Cal., Dec. 18. — Congregational church partly destroyed at 4:30 a. m. The Methodist church here was recently burned, also mysteriously. Both fires are believed to be of incendiary origin.

Caledonian Insurance Company, of Scotland

FOUNDED 1805

"THE OLDEST SCOTTISH INSURANCE OFFICE."

UNITED STATES HEAD OFFICE: Caledonian Building, 50-52 Pine St., New York
CHAS. H. POST, U. S. Mgr. R. C. CHRISTOPHER, Asst. U. S. Mgr.

CALEDONIAN AMERICAN Insurance Company THE SCOTCH UNDERWRITERS

PACIFIC COAST DEPARTMENT: San Francisco, Cal., 108-10 Sansome Street

A. C. OLDS, Manager Balfour, Guthrie & Co., Directors

FIELD REPRESENTATIVES:

CHAS. A. COLVIN, Supt. of Agencies, Portland, Or. WARREN CAMPBELL, Special Agt, Los Angeles
ED. E. PANABAKER, Special Agt, Sacramento, Cal. PAUL ST. JOHN, Special Agent, San Francisco

THE FIDELITY & CASUALTY CO. OF NEW YORK

92 Liberty Street, New York, N. Y.

SEMI-ANNUAL STATEMENT, JUNE 30, 1914

Assets	\$11,606,723 00
Liabilities	8,167,993 93
Capital	1,000,000 00
Surplus over all liabilities	2,438,729 07
Losses Paid to June 30, 1914	46,713,497 00

This company issues contracts as follows:

Fidelity Bonds; Surety Bonds; Accident, Health, and Disability Insurance; Burglary, Larceny, and Theft Insurance; Plate Glass Insurance; Liability Insurance; Employers, Public, Teams (Personal Injury and Property Damage), Automobile (Personal Injury, Property Damage and Collision), Physicians, Druggists, Owners and Landlords, Elevator, Workmen's Compensation; Steam-Boiler Insurance, Fly-Wheel Insurance.

Pacific Coast Department: { California—CHAS. J. BOSWORTH, General Agent, Merchants Exchange,
San Francisco. Washington and Oregon—SEELEY & CO., 111 S. 10th
St., Tacoma; Coleman Bldg. Seattle; Board of Trade Bldg, Portland.

THE LONDON ASSURANCE CORPORATION OF LONDON

Cash Assets, . . . \$24,899,825.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS—C. W. ROHRER, Los Angeles, Cal.; ROD E. SMITH, Portland, Oregon;
T. S. HEATH, Denver; J. E. JOHNSON, Spokane; P. R. WEINMANN, B. L. PENFIELD, San Francisco.
PERCY J. PERRY, Seattle.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. HACKETT, Supt. of Agents

Pacific Branch—Southeast corner Sansome and Pine Sts., San Francisco

The Panama Pacific Insurance Club has been organized, with temporary officers. A hundred insurance men have enrolled as charter members. The club will try to make 150,000 Fair visiting insurance men feel welcome and at home.

There are three degrees of capacity among men. One man understands things by his own natural powers; another man, when they are explained to him; a third, not at all. The last class is most numerous.—Machiavelli.

Our Directory of Pacific Coast Fieldmen

Special Agents are invited to send us corrections

Aetna

San Francisco—H. F. Mills
E. V. Culver, G. F. Roberts
Los Angeles—H. E. O'Brien
J. A. Gallagher
Seattle—F. H. Rhoads
Spokane—G. S. Mariner
Butte, Mont.—Jno. P. Breeden

W. W. Alverson

San Francisco—R. R. Roper
Los Angeles—T. J. Keleher
Portland—A. M. Lovelace
Spokane—W. T. Booth

Atlas

Denver—Wm. Manning
Portland—A. E. Ehrhorn
San Francisco—F. H. Elster
Craig Owens
Spokane—E. K. Lower
Los Angeles—H. R. Jackson

Bertheau, Selbach & Bertheau

San Francisco—I. D. Schnabel
Los Angeles—R. L. McCulloch

Edward Brown & Sons

San Francisco—
W. H. Gibbons, L. M. Hale
W. B. Westlake
Los Angeles—Chas. Van Valkenburg
Seattle—W. P. Porop
Spokane—Chas. A. Wendler
Denver—Jesse DeBruhl

California

San Francisco—J. W. Warner, Asst. Sec.
H. C. R. Buswell, Supt. of Agen's
John M. Clayton
Los Angeles—Leigh H. Robins
Seattle—A. N. Lindsay, C. M. Rupe
Portland—B. A. Sifford

Chapman & Nauman Co.

San Francisco—Theo. Schlosser
Seattle—Edw. B. Fleming

Christensen & Goodwin

San Francisco—R. De Lappe
Geo. T. Gray, Carl A. Truitt,
Los Angeles—E. B. Flack
Seattle—Wm. F. Zwick
Spokane—Walter A. Frazier
Portland—Fred Tebben
Helena—John B. Fritschi
Boise—L. L. Dibble

James F. Cobb Co. Inc.

San Francisco—Robt. R. Henley
Los Angeles—Geo. S. Caruthers, Jr.

Connecticut & Westchester

San Francisco—Guy Francis, Ast. Mgr.
C. W. Von Tagen
Los Angeles—L. P. Stephens
Portland—James S. Reed
Salt Lake—W. S. Ferris
Spokane—John M. Gordon

Continental and Fidelity Underwriters

San Francisco—F. P. Wilson
A. G. Nason & Co.
Sacramento—Jay C. Wickler
Los Angeles—G. L. McIntire
Portland—W. A. Williams
Helena—J. W. Gamble
Denver—L. S. Day
W. O. Campbell
Seattle—G. L. A. Lauer

Curtis & Gordon

San Francisco—
Clarence L. Greenwalt
Portland—E. C. Morgan
Los Angeles—Leo L. Gibson

The James H. de Veuve Co.

Seattle—B. D. Smalley, H. A. Canfield
B. D. Smalley Jr.
Portland—D. T. Child
San Francisco—Earl de Veuve

Fireman's Fund

San Francisco—R. D. Hunter
Samuel Simmen, John J. Hammond, Kenneth Brown,
A. E. Webber, Bayard E. Nourse
Miran B. Swett
Los Angeles—Weldon D. Whelan
Chester A. Swift
Geo. D. Gilmore
Portland—H. B. Tickner
Seattle—Frank L. Emerick
Spokane—Jas. R. Quick
Denver—F. G. White, W. P. Coffey
Frederick R. Lanagan
S. E. Norton
Dallas—C. C. Wright, J. H. Snell
J. C. Evans
Helena—C. D. French

Fire Association and Philadelphia Underwriters

San Francisco—Thos. F. O'Grady
Charles L. Barsotti, Howard W. Hogan
Los Angeles—Geo. P. Stanford
Portland—Frank S. Glover
Seattle—C. R. Harold
Helena—Percy B. Churchill
Denver—L. D. Griffin

Fidelity-Phenix of New York

Seattle—Fred D. Hougham
Spokane—Charles L. Bailey
Los Angeles—F. Earl Alderson
Sacramento—H. R. Wickler

Germania Fire

San Francisco—Fred S. Penfield
Seattle—Per Lee Welty
Spokane—Z. M. Boyer

George O. Hoadley

San Francisco—Alex J. Cartwright
Portland—A. H. Jackson
Spokane—F. J. Root
Los Angeles—Mark B. Harris
San Francisco—Frank Cleaves, Jr.

Dixwell Hewitt

San Francisco—Geo. E. Devine
M. E. Spaulding, R. E. Dollard
Wm. S. Dennis, L. H. Earle
Los Angeles—P. H. Griffith
E. E. Price
Portland—J. J. Dennis
Spokane—Neil Stewart
Salt Lake—Chas. E. Miller

Home, New York

San Francisco—Harry L. Roff,
J. J. Sheahan, H. W. Wagenet
E. A. Sheahan, G. W. Madison
Los Angeles—Chas. Quitzow
James S. Suydam
Portland—J. D. Coleman,
John C. Fox, Edgar Stevens
Spokane—Vernon B. McDowell
Salt Lake—Junius Young,
Great Falls—Benn A. Scott

Ins. Co. of North America & Alliance

San Francisco—A. C. Wright
F. J. Mayer
Portland—Walter E. Bliss
Los Angeles—Win. F. Kuhl
Spokane—M. H. Reeves
Billings, Mont.—Gilman L. Camp

Law Union & Rock and Union Assurance

San Francisco — E. M. Brodenstein
Branch Sec'y; J. Percy Carroll,
Supt. of Agencies
F. A. Stahl, Noah L. Nelson
Los Angeles—F. P. Richards
Portland—
Spokane—Nye Kern
Denver—M. B. Boothby

Liverpool & London & Globe

San Francisco—R. H. Rountree
Harrison Houseworth
Chester S. Myrick, Geo. J. Janes
Los Angeles—R. G. Brush
Logan B. Chandler
Portland—G. F. Guerraz
Walla Walla—F. E. Atkins
Great Falls—Grant R. Brown

London & Lancashire and Orient

San Francisco—Geo. Ormond Smith,
Agency Supt.; W. B. Hopkins,
local sec'y; Geo. T. Richmond
Los Angeles—J. P. Yates, Agency
Supt.; J. P. Hague
Sacramento—Wm. W. Gilmore
Portland—G. L. Goodell
Seattle—David H. Parry
Denver—Nicholas Gardner
Salt Lake—N. W. Clayton, Jr.

London

San Francisco—Wm. H. Hackett
Supt. of Agencies
Phillip R. Weimann, Ben L.
Penfield
Los Angeles—C. W. Rohrer
Portland—Gus J. Roth
Seattle—P. J. Perry
Spokane—J. E. Johnsen
Denver—T. S. Heath

Macdonald & Miles

San Francisco—R. H. Jenkins
Seattle—Frank B. Benson

National Union

San Francisco—Dixwell Davenport
J. R. Berthoff, E. W. Hall
Los Angeles—William M. Stodghill
Seattle—Henry G. Graun
Spokane—J. F. Price

New York Underwriters Agency

San Francisco—V. H. Quitzow
Los Angeles—A. C. Anderson
Seattle—A. E. Bailey
Spokane—H. B. Hagen

New Zealand

San Francisco—D. A. Parker
 Los Angeles—C. P. Lyndall
 Portland—W. G. Fortmann
 Denver—Fred Williams
 Spokane—Volney Seebeck

E. T. Niebling

San Francisco — John E. Cosgrove,
 Supt. of Agencies
 F. J. H. Manning, Geo. F. Heuer
 Los Angeles—Walter H. Young
 Portland—H. E. Parkhurst
 Spokane—Geo. W. Swan
 Helena—I. M. Fisher, Jr.

**North British and Mercantile,
Commonwealth, New York**

Seattle—E. J. Young
 Spokane—P. W. Gedney
 Los Angeles—Chas. Harris
 San Francisco—F. J. Schoeneman
 C. F. Milliman, G. W. Dearborn
 Denver—E. C. Willey
 Portland—H. E. Smith
 Helena—Oscar Unmack
 Dallas—Wirt Leake
 Houston—H. J. Thomson

Northern

Sacramento—L. C. Holloway
 Los Angeles—G. Mueller
 Portland—D. Ross Atkinson
 Seattle—F. B. Welpton
 Butte—E. C. Fotheringham

Northwestern National

Portland—G. F. Nickerson
 Seattle—A. M. Jones
 Los Angeles—W. E. Labry
 San Francisco—C. W. Greene
 H. L. Clark
 Tacoma—L. S. Frudenfeld
 Spokane—S. E. De Long

Norwich Union

Los Angeles—F. C. Staniford
 San Francisco—William L. Wallace
 Portland—A. W. Giesy, H. W. Randall

A. C. Olds

San Francisco—Paul St. John
 Los Angeles—Warren Campbell
 Sacramento—E. E. Panabaker
 Portland—Chas. A. Colvin

Edwin Parrish

Portland—Chester A. Deering
 Spokane—John A. Carlson
 Los Angeles—O. D. Baldwin,
 B. C. Fisher
 Sacramento—W. D. Young
 San Francisco—R. T. Boyd,
 C. C. Trowbridge

Pennsylvania

San Francisco—S. P. Mesick, F. J.
 Agnew, Supt. of Agencies
 F. A. Lathrop
 Oakland—F. J. Agnew, Supt. of Agen.
 Los Angeles—A. C. McConnell
 Portland—Chas. V. McCarthy

Phoenix, London

San Francisco—G. A. R. Heuer
 Willard T. Lovell,
 Munro English, Chas. R. Stone
 Geo. A. Yocum, W. H. Ticknor
 Portland—Edwin C. F. Knowles
 B. W. Jones
 Spokane—J. Robb Gay, Wm. J.
 Morin
 Los Angeles—Otho N. Hall Victor
 L. McNail, B. J. Kellner

E. E. Potter & Sons

San Francisco—E. G. Potter,
 Supt. of Agencies; H. G. Davis
 Los Angeles—C. H. Gatchel
 Seattle—C. R. Kerns
 Bozeman—C. E. Dunlop

Royal and Queen

San Francisco—F. M. Gilcrest
 J. E. Walden, Fred. H. Farr
 R. S. Folger
 Fresno—E. P. Eldred
 Los Angeles—J. K. Urmston
 F. J. Perry
 Sacramento—D. L. Stewart
 Portland—H. R. Burke
 Seattle—Matt B. Evans
 Salt Lake—J. H. Banks
 Salem, Or.—C. D. Gabrielson
 Spokane—J. T. O'Brien

Springfield

San Francisco—Geo. C. Coddington
 Frank H. Young, H. K. Nourse
 Los Angeles—J. E. Crandall
 Portland—J. F. R. Webber
 Seattle—C. H. Anderson
 Salt Lake—L. B. Rogers

**Scottish Union & National and
State Assurance**

San Francisco—J. H. Fuller
 Rollin M. Kelley
 Los Angeles—Chas. Niemann
 Tacoma—Fred W. Gaston
 Spokane—H. C. Edmundson
 Denver—John M. Hopkins, J. L.
 Reams

Seeley & Co.

San Francisco—Frank F. Wood,
 Mgr. for northern Cal.;
 Jos. H. Cote
 Los Angeles—J. Krug, Jr., for
 southern Cal.
 Portland—E. R. J. Demmer, J. M.
 Hiatt, L. R. Boyle, R. D. Murray,
 Louis Van Orman, for Oregon.
 Seattle—H. O. Price, H. L. Leath,
 O. R. Daly, J. H. Pethrick, F. W.
 Bert, Jr., Norman Burscher,
 C. H. Powers, A. H. Pertrand,
 F. W. Merrick, D. E. Dwyer, for
 western Washington.
 Spokane—O. R. Daly, for eastern
 Washington and northern Idaho
 Vancouver, B. C.—W. A. Wand, for
 western British Columbia
 Fernie, B. C.—J. F. Fleck, for east-
 ern British Columbia and west-
 ern Alberta.

Geo. H. Tyson

San Francisco—Harry Benner,
 Clifford Conly, Supt. of Agents
 J. B. Hatcher, H. L. Cope
 Douglas Parker, C. E. E. Ellis
 Los Angeles—F. G. Ainley
 E. R. Holland
 Sacramento—E. F. Hewit
 Portland—W. Harvey Wells
 A. M. Peckham
 Seattle—W. T. Burwell
 Spokane—F. O. Vincent
 Salt Lake City—Arthur A. Ferns

Wayman and Henry

San Francisco — W. W. Cleveland,
 J. R. Kenna, E. P. Caine, John
 A. Faull, J. N. Waters
 Los Angeles—Edward A. Rowe
 James F. Boylan
 Portland—E. R. Thompson
 Seattle—Bruce Kaltz
 Spokane—W. S. Gill, C. B. Harris
 Denver—C. S. Hill

Western and British America

Seattle—H. P. Hildreth
 San Francisco—J. C. Crooks

Appraisers

San Francisco—J. P. Treanor
 Portland—Wm. B. Honeyman

Control of Rate-Making by States

The committee on rates and rate-making of the National Convention of Insurance Commissioners has considered and amended bills 1, 2, 3 and 4 and recommended their passage by state legislatures. These bills provide for state departmental supervision over all rate-making organizations. Their alleged object is to prevent discrimination but their real object is to increase the

importance and the employees of every state insurance department.

Reciprocal or Interinsurance Exchange Barred.—The Colorado insurance department has refused to admit a number of interinsurers because they refused to answer pertinent questions.

Extracts from The Coast Review are furnished at a nominal cost.

LIFE

The Equity Life, assessment, of Kentucky, has been placed in the hands of a receiver. It is five years old and has attempted to pay death benefits in monthly installments. Claims for death benefits are \$109,000, with \$5,000 assets.

The Prudential of America will hold its 1915 convention in San Francisco from May 24 to 28 inclusive. The

24th will be "Prudential Day" at the Exposition.

Two life companies will soon retire, later one more, and still later one or two more.

ACCIDENT

The Bureau of Personal Accident and Health Underwriters has been organized in New York, with seventeen pledging companies as a starter. A governing committee has been appointed.

GOOD AGENTS WANTED

THE

West Coast Life Insurance Co.

Home Office: West Coast Life Building, Northwest Corner
Pine and Leidesdorff Streets, San Francisco

ORIGINAL AND ATTRACTIVE
ORDINARY AND INDUSTRIAL

Policies Which Meet With Instant Favor

OFFICERS— THOS. L. MILLER, President
C. O. G. MILLER, Vice-President
JULIAN SONNTAG, second Vice-President
WILLIAM C. HAMMOND, Secretary

Health and Accident Insurance---Automobile Liability
and Property Damage Burglary.



KIMBALL C. ATWOOD, President
WILFRID C. POTTER, Secretary

Assets, January 1, 1914	\$2,981,585 43
Surplus and Reserve (including Capital) for the Protection of Policyholders	2,608,958 71
Claims Paid, Over	9,000,000 00
Voluntary Reserve for Contingencies	100,000 00

HEALTH AND ACCIDENT POLICIES

The Best Insurance for Business and Professional Men The Easiest Insurance for Agents to sell
Liberal Commissions and Renewal Contracts to Good Men

GEO. C. FARRELL, Manager Pacific Coast Dept.
456-457-458 Mills Building, San Francisco

FAIR

The Panama-Pacific fair will lack \$1,000,000 of the \$18,000,000. Alameda county, Cal., having re-nigged. The state authorized the bond election but the county voted against it. Now the supervisors decline to authorize the special election.

Gibraltar is named after an Arabian general who landed there and joined

in the Mohammedan conquest of Spain. A model of the Rock of Gibraltar, made from the original stone and presenting many details, will be exhibited by the Prudential Ins. Co. next month at World's Fair in San Francisco.

Fire Manual.—The best, most practical, in all the world, is the Pacific Fire Manual, published by the Coast Review. Single copy, \$1.50.

NEW

MONTHLY INCOME BONDS

NEW

A new idea added to the Popular Monthly Installment Insurance. Gives the Agent a ready opening by gaining the prospect's willing attention. Complete Line, Life, Limited Pay, Endowments

For Contracts, address L. B. Messler, Director of Agencies
Home Office

SAN FRANCISCO LIFE INSURANCE COMPANY

San Francisco, California

Southern California Territory, Address W. H. Cramer, President

SOUTHERN AGENCY COMPANY

1129 Marsh-Strong Bldg., Los Angeles, Cal.

NEW

Territory in Washington, Oregon, California, Arizona, Nevada

NEW

ORGANIZED 1797

The Norwich Union Fire Insurance Society, Ltd.

Of Norwich, Eng.

Assets, Over **\$13,000,000.00**

Losses Paid, Over **\$100,000,000.00**

Pacific Department :

J. L. FULLER, Manager

FRANK L. HUNTER, Asst. Manager

332 Pine Street

SAN FRANCISCO

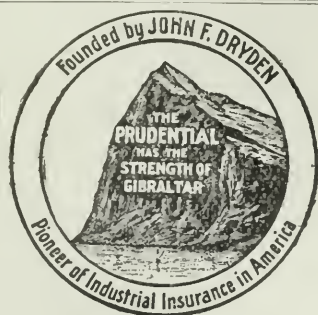
Pacific Coast Department

Aachen & Munich

Fire Insurance Company

430 California St., - - - San Francisco, Cal.

A. C. OLDS, Manager



The Young Man's Great Opportunity

for success to-day is—salesmanship. Life Insurance Selling offers unlimited opportunities for success.

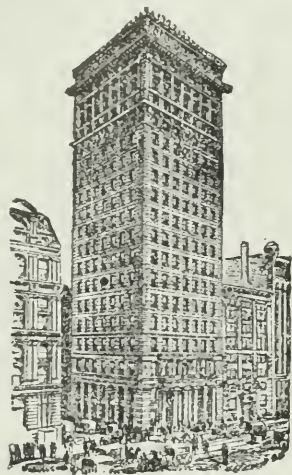
Write us about an agency.

THE PRUDENTIAL INSURANCE CO. OF AMERICA

FORREST F. DRYDEN, President.

Home Office, NEWARK, N. J.

Incorporated as a Stock Company by the state of New Jersey.



Prevent Losses

through dishonesty. Our special short form Insurance

Bond guarantees absolute protection.

American Surety Company OF NEW YORK

The Largest Surety Company in the World

RUDOLPH SPRECKELS, RESIDENT VICE-PRES.

JAMES K. LYNCH, RESIDENT VICE-PRES.

CHARLES A. SHURTLEFF, Counsel

R. D. WELDON, Manager, Pacific Coast District

Brewster Cameron, Jr., Acting Mgr. for Northern California and Nevada

Merchants National Bank Bldg. San Francisco. Telephone Kearny 1099

Books

For Sale by The Coast Review,
Merchants Exchange Bldg.,
San Francisco, Cal.

Pacific Fire Manual, 1914, for Locals - - - \$1.50

Spencer's Suggestions to Locals and Brokers - - .25

Special Agents' Monthly Account Book - - .10

Coast Review's Pacific Fire Chart, 1914 - - .25

Other Books Will Be Sent For, East

HOME LIFE INSURANCE COMPANY

OF NEW YORK

An examination of the Home Life of New York by the New York Insurance Department, the report on which has just been issued, shows the Company to be in splendid condition in every respect with an excellent record in all of its relations with policyholders. The chief examiner closes the report on the examination as follows:

"From the above report it is apparent that the company is efficiently managed, its claims under its policies promptly settled and its policyholders treated fairly."

During the period under examination the Home Life has experienced a steady and sound growth, its assets now nearly \$30,000,000, being well over five millions greater than in 1909 and the insurance in force having increased from \$92,532,533 in the year mentioned to over \$116,000,000 in 1913.

For Agency apply to

GEO. W. MURRAY, Supt. of Agts.,

256 BROADWAY, NEW YORK, N. Y.

The FRANKFORT General Insurance Co.

Established 1865

Entered United States 1896

U. S. Department, 123 William St., New York, N. Y.

Workmen's Compensation
Workmen's Collective
Liability
Burglary
Personal Accident and Health
Industrial Accident and Health

Agents Wanted For Unoccupied Territory
Apply to New York office or to

WALTER A. CHOWEN,
Resident Secretary

340 Sansome Street San Francisco

Central California Agency
BEN LEONARD COMPANY
617 "J" St., Sacramento, Cal.

Southern California Agency
CONSOLIDATED AGENCY COMPANY
334 Central Building, Los Angeles, Cal.

TO SAMPLE COPY Receiver:

Write to the Coast Review for Special Offer to new subscribers.

TO POST MASTER: You are authorized to receive subscriptions for this magazine.

TO HOTEL KEEPER: You are authorized to receive subscriptions for this magazine.

FIRE

Belgrade, Mont., Nov. 17.—For the second time in a week the local fire

National Union Fire Insurance Company of Pittsburg, Pa.

Cash Capital,	- - - - -	\$1,000,000.00
Surplus to Policyholders,	- - - - -	1,545,227.00
Assets,	- - - - -	4,136,638.00

METROPOLITAN DEPARTMENT
SAN FRANCISCO

604 Merchants Exchange Building

DIXWELL DAVENPORT, Manager

FIELD REPRESENTATIVES:

Jno. R. Bertholf, NORTHERN CALIFORNIA
604 Merchants Exchange Bldg, San Francisco

Wm. M. Stodghill, SOUTHERN CALIFORNIA
302 Stinson Building, Los Angeles, Cal.

department was called to the A. W. Eddy residence. Both fires of uncertain origin.

COMPENSATION

Under the workmen's law a New York restaurant worker put his finger into the mouth of a lobster which he was lifting into a hot water vessel to make it red and dead. The bite hurt Tony a good bit and blood poisoning enabled him to collect \$410 from his employer.

Colorado is to have a workmen's compensation law.

How would your widow meet the present business conditions?

FIRE

The California Pond of the Blue Goose in Los Angeles is no longer dry. Flack has brought the flock together, and Harris is its supervisor. Van Valkenburg says the Golden Egg shall not be broken.

The left-over McMaster of South Carolina insurance is running amuck and threatens to knife all companies which associate with the monopolistic Southeastern.

Provo, Utah, Dec. 11.—A fire was discovered in the Dart building in

Spanish Fork last night and put out by the fire department before much damage was done. The building was recently closed for all purposes for a year, by order of Judge A. B. Morgan of the fourth district court, under the injunction and abatement law, the place having been used for unlawful sale of liquor.

Oakland, Dec. 11.—Home of Frank Barnes at 2703 55th avenue, by explosion of oil stove.

Large Recent Fire Losses

Glass factories, Jeanette, Pa.	\$500,000
Conflagration, Beaumont, Tex.	400,000
Rubber plant, New York	400,000
Warehouses, North Carolina	400,000
Saddlery, Springfield, Mo.	250,000
Conflagration, Girardville, Pa.	200,000
Operahouse and stores, Gallatin, Mo. .	150,000
Conflagration, Houston, Tex.	150,000
Fuller's earth factory, Florida	150,000
Business bldg., Phoenix, Ari.	100,000
Pier, etc., Brooklyn	100,000
Fertilizer, Chicago	100,000
Brewery, Geneva, N. Y.	100,000
Lumber yard, Camden, N. J.	100,000
Lumber yard, Reading, Pa.	100,000
Dwe ling, Wisconsin	100,000
Furniture factory, Arkansas	100,000
Department store, McKeesport, Pa. . .	100,000
Conflagration, Fremont, Neb.	100,000
Factories, Holyoke, Mass.	100,000
Hotel, Jersey City, N. J.	100,000
Cooperage plant, New York	75,500
Lumber yard, Florida	75,000
Business bldgs., Ft. George, B. C. . .	75,000
Race horse stables, Augusta, Ga. . . .	75,000
Planing mill, Maryland	75,000
Conflagration, Eyebro, Sask.	70,000
Grain elevator, Galveston	70,000
Produce market Los Angeles	70,000

The above fire losses are compiled from press dispatches. The figures are lower than the press reports.

Julian Street says the old Salt Lake theatre will certainly burn. Statistics prove it and he hopes it.

NEW

Pacific Fire Record

For MANAGERS
GENERAL AGENTS
STATE AGENTS
COMPANIES
ADJUSTERS

TERMS VERY REASONABLE
\$1, \$2, \$3, per month
according to territory

In this Record you do not have to hunt
through a bushel of chaff for
a grain of wheat

Reports Are Invited and will be treated
in Strict Confidence

COAST REVIEW, PUBLISHER



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . \$25,000,000.00

ASSETS IN UNITED STATES, \$2,826,707.00

Office: 100-106 Sansome St., San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

\$200,000 Alaska Fire Is a Mystery

Skagway, Alaska, Dec. 14.—Investigations had failed today to reveal the origin of the fire which Saturday night destroyed the Moores wharf and adjoining warehouses, with \$50,000 loss on the wharf and \$150,000 on the warehouses and their contents. It was only by desperate exertion that the bunkers and chutes connected with the wharf were saved.

In California on Dec. 15 two women lost their lives by fire. One woman ignited her dress while carrying a

shovelful of red-hot coals. The other woman perished from smoke of a fire started from overheated coal stove.

Sent to Asylum as Firebug

Oakland, Dec. 15.—Walter Levy of Alameda, 19 years of age, was today adjudged a pyromaniac by Judge Brown, following testimony that the youth had four times attempted to fire the home of his parents on Union street. Several Oakland and Alameda fires are attributed to him. Levy was remanded to the Glen Ellen Home for the feeble-minded.

LIFE

The South Carolina commissioner wants the life companies to deposit some of their cash balances in the banks of his state, to be lent by the latter to South Carolinians on good security.

The Prudential advertises:

"Success is composed of about 1 percent opportunity and 99 percent work."

The International Life has got control of the Ft. Worth company and will dismember the concern and swallow it. While corpses hold out this St. Louis company will feed.

Daily Entertaining of Employees

For many months the Prudential Insurance Company has provided noon-hour entertainment for its large army of home office clerks. These entertainments have been educational in many ways and have also been a delightful intermission between the morning and afternoon sessions of work. They have been held in the large assembly hall in the north building of the big Prudential group, and have had a "standing-room only" attendance. In furtherance of this entertainment the company has now announced that it has secured the services of a number of noted lecturers and musical artists for a series of monthly talks and concerts. There will be two of these each day, one in the late afternoon after office hours and the other the same evening, the same lecturer or performers appearing on each occasion. The first talk was by John Kendrick Bangs, the humorist, on "Salubrities I Have Met."

GENERAL

The West Virginia blue sky law being unconstitutional, according to the federal district court, isn't the California law also unconstitutional?

Vancouver, B. C., Dec. 14. — Bank of Vancouver suspended, because of inability to collect loans now. Assets have declined a third in a year.

It Is To Laugh.—A San Francisco superior court released an offender because the commitment read "immediately after" instead of "immediately thereupon after." There is a great difference between tweedledum and tweedledee.

We are asleep in Usona.

Ten Are Accused of Fraud by Mail

Seattle, November.—George E. Stillings, president of the National Mercantile Company, Limited, of Vancouver, B. C., and nine other defendants were named in two secret indictments returned by the federal grand jury here, charging the defendants with conducting a lottery, obtaining money under false pretenses and using the mails to defraud. The men indicted with Stillings were Charles Merrill, Seattle agent of the National Mercantile Company, Limited; Orlando K. Fitzsimmons of Vancouver, B. C.; R. C. Oeder, Tacoma; John Doe Fencelon, Aberdeen, Wash.; A. D. Baker, Portland, Or.; C. P. Nellist, Vancouver, B. C.; John H. Sears, H. P. Sage and C. O. Smith. The last three were said to have been solicitors employed by Stillings.

The government alleges that the men obtained large sums of money by means of a fraudulent loan scheme. Fitzsimmons, government agents said, was recently convicted of a similar offense in Los Angeles, and Stillings was said to have served a sentence of eighteen months' imprisonment, imposed in Massachusetts, for using the mails to defraud while conducting the Preferred Mercantile Company of Massachusetts.

Cold Weather. — At Vancouver, B. C., this week, water pipes in the apartment block 1138 Granville st. froze and burst and the water did considerable damage.

The Citizens Fire of Maryland has retired from the insurance business.

Virginia City, Nev., Dec. 12. — The burned famous International hotel was 65 x 108; 109 feet high and contained 160 rooms. It was built in 1876. At the height of the fire there were 12 high pressure streams on the flames. The Gold Hill department sent assistance.

The Pioneer German Fire Insurance Company in America



**Hamburg-Bremen
Fire Insurance Company**

HAMBURG, GERMANY

Organized in 1854

Entered United States in 1858

Total Losses Paid in the United States, \$27,000,000

United States Branch : 123 William Street, - NEW YORK

H. N. KELSEY, Manager

Pacific Department: 340 California Street, - SAN FRANCISCO, CAL.

MACDONALD & MILES, Managers

AGENTS WANTED IN UNREPRESENTED POINTS

CONNECTICUT MUTUAL LIFE INSURANCE COMPANY

President JOHN M. TAYLOR, Hartford, Conn.

Insurance in force, 91663 Policies for - \$218,304,660

WHAT NO OTHER COMPANY HAS DONE

To repay to its Policyholders in Death Claims, Endowments, Dividends, Surrender Values, Annuities and other credits more than they have paid to it in premiums. It stands alone in that result.

Total Premiums received, Dec. 1, 1846, to Dec. 31, 1913	-	-	-	-	\$287,442,080.61
Total returned to Policyholders, as above noted, in same period	-	-	-	-	296,862,956.74
Excess of amount returned	-	-	-	-	9,420,876.13

PACIFIC COAST DEPARTMENT

Williamsburgh City Fire Insurance Co.

Organized 1853

Merchants Fire Assurance Corporation

Organized 1910

New Brunswick Fire Insurance Co.

Organized 1826

North River Insurance Co.

Organized 1822

United States Fire Insurance Company

Organized 1824

WM. W. ALVERSON, Manager

374 Pine Street, - - - - San Francisco, California

Fire and Automobile Insurance

Special Agents { R. R. Roper, San Francisco
T. H. Keleher, Los Angeles

A. M. Lovelace, Portland
W. T. Booth, Spokane

AMPLE FACILITIES for Handling
Large Lines.

American Central

INSURANCE COMPANY

of St. Louis

Established 1853

Assets, \$5,366,214

Surplus to Policyholders, \$2,933,696

Losses Paid, \$26,531,745

St. Paul

F. & M. INSURANCE COMPANY

of St. Paul, Minn.

Established 1865

Assets, \$10,249,327

Surplus to Policyholders, \$3,963,857

Losses Paid, \$44,006,102

LLOYDS PLATE GLASS INSURANCE COMPANY, NEW YORK

Mercantile

F. & M. UNDERWRITERS

of St. Louis

Assets \$5,366,214

Surplus to Policyholders . 2,933,696

Minnesota

UNDERWRITERS

of St. Paul

Assets \$10,249,327

Surplus to Policyholders . 3,963,857

TERRITORY—California, Oregon, Washington, Idaho, Montana, Utah, Nevada and Arizona

CHRISTENSEN & GOODWIN, Managers

Pacific Department:—235 to 241 SANSOME STREET, SAN FRANCISCO.

Fire Association

Organized 1817

Of PHILADELPHIA

Began on Coast 1873

PAID \$1.835,930 SAN FRANCISCO CONFLAGRATION LOSSES

Cash Capital, - \$ 750,000.00

Net Surplus, - 2,558,864.84

Cash Assets, - \$9,154,808.16

Policyholders Surplus, 3,308,864.84

PHILADELPHIA UNDERWRITERS

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets, - \$26,907,330.00

Surplus to Policyholders, - \$12,185,135.00

Net Losses Paid in San Francisco in 1906, - - \$5,064,178.03

FRANK M. AVERY, Manager for Pacific Coast

SPECIAL AGENTS :

T. F. O'GRADY, San Francisco; GEO. F. STANIFORD, Los Angeles; Portland

315 California Street, - - - San Francisco

FIRE

The Review of New York compiles figures which show the November fire loss to have been \$21,372,750, an increase of over \$6,000,000 as compared with November last year. The gain 11 months losses is only \$3,500,000, and of course the gain in premiums is proportionately much greater. These totals are based on newspaper fire reports, and can only be approximately correct.

Salt Lake City, Nov. 25.—Held stationery, 13 east Second South, and adjoining.

San Francisco.—Cleaning gloves in a pan of gasoline caused a fire which damaged the home at 614 Cole street and seriously burned Mrs. Fannie Biren.

Montana.—The dreaded foot and mouth cattle disease has reached this state. Twelve years ago it killed many sheep.

Pacific Department, Insurance Exchange, San Francisco

CONNECTICUT WESTCHESTER

FIRE INSURANCE CO. FIRE INSURANCE CO.

OF OF

HARTFORD NEW YORK

ESTABLISHED 1850 ESTABLISHED 1837

BENJ. J. SMITH, GUY FRANCIS,
Manager Asst. Manager

PACIFIC DEPARTMENT

SPRINGFIELD NEWARK
F. & M. Ins. Co. Fire Ins. Co.

of Springfield, Mass. of Newark, N. J.

Largest Fire Insurance Company Chartered by the State of Massachusetts
Incorporated 1849 Oldest Fire Insurance Company Chartered by the State of New Jersey
Incorporated 1811

Total Assets	\$ 10,943,902 88	Total Assets	\$ 2,009,892 77
Total Liabilities	8,612,529 02	Total Liabilities	1,401,859 21
Net Surplus	2,331,373 86	Net Surplus	608,036 56
SURPLUS TO POLICYHOLDERS,	\$4,331,373.86	SURPLUS TO POLICYHOLDERS,	\$1,108,033.56

OFFICE: KOHL BUILDING,

Corner California and Montgomery Streets, San Francisco

GEORGE W. DORNIN, Manager JOHN C. DORNIN, Asst. Manager

SUPERINTENDENTS OF AGENCIES

F. J. R. WEBBER GEO C. CODDING L. B. ROGERS J. E. CRANDALL C. H. ANDERSON
FRANK H. YOUNG H. K. NOURSE

This year California produced the increased product may bring \$2,000,000 worth of rice. Next year \$6,000,000.

ONE THING AND ANOTHER

The other day I quoted something which French of the Fireman's Fund said, in a martial way; and now that bit of wisdom is flying about town, credited to Gen. French of the British army in Flanders.

* * *

Have you pickt out the fire companies that will retire twixt now and March 1st? Their names are in the Coast Review Fire Chart. Some which want to retire may stay because unable to find a reinsurer.

* * *

It is said that the Holt works at Stockton, Cal., sold to Germany their caterpillar traction engines — all on hand and four building for Californians. These engines have been hauling big guns in the present war. Maybe the story is true.

* * *

Los Angeles county, Cal., cast the largest Socialist vote at the recent election, some 15,000. This county, because of its mild climate and warm sunshine, attracts men who hate work.

* * *

Kissing Hobson sends me his government franked speech on Booze, from which I learn that war for 2500 years has averaged only 280 men killed yearly. This proves that life insurance companies should insure warriors at a less premium than civilians. Further Mr. H. says, booze kills as many Americans every year—700,000—as have been killed in war back to 500 B. C. Unfortunately, there are no statistics of deaths and their causes for the whole United States. If deaths average 10 per 1,000, a million men, women and children die in the United States every year; if 15 per 1,000, a million and a half die. If one-third are adults, then 500,000 adults die—let us say 700,000 adults die every year. Booze is indeed harmful, but I cannot agree with the congressman when he says, in effect, that all American adults who die are drunkards. Otherwise, there would be no life insurance. Public men should not monkey with statistics unless they are certified.

The Fireman's Fund Ins. Co., always a leader, led with \$1,000 subscription to the Belgian relief fund.

* * *

San Francisco's mayoralty campaign for 1915 has already begun. The city is flooded with this card: "Give us the good old times back again—Eugene E. Schmitz for mayor in 1915." The fiddler has some backing. I hear that Pin Head McCarthy, who favors a six-hour labor day, will not be a candidate and has thrown his mantle on Andy Gallagher, labor unionist. So there is to be no choice for decent voters in 1915.

* * *

It is poor economy to postpone publishing of the company's annual statement as required by law, until the last months in the year. The statement is then not read because the figures are too old, and the incorrect inference is that the delay has been merely to make nominal interest on the cost of the publication. Annual statements should be published by July 1st.

* * *

The Rock Island railroad, now in difficulties, is a poorly managed road. Arriving on a Wabash train a bit late in Kansas City, I ran for the Rock Island west bound train and found it moving out of the station at a fast clip. The two trains were supposed to make connections. One minute's delay would have permitted the transfer of passengers.

* * *

Taking the Rock Island train next day, I was "held up" for five hours in western Kansas because a mogul engine had been derailed on a temporary road over a creek, after a washout of the bridge. It was incompetence that ordered the haul of a heavy mogul over a temporary track. Passengers were finally transferred to a waiting train from the west, the engineer of which then discovered that his engine had not enough water to haul us. There was another tedious wait while he ran 15 miles back for water. More incompetence.

We are not surprised to read of the receivership.

* * *

Howa' You

A cablegram indicates that the war in Europe has caused unusual efforts in Hawaii for sugar production, and a crop of over 612,000 tons, the largest ever, is promised.

* * *

A Greata Man

Christoph Colon, or Columbus, "him greata man," said the Italian bootblack. A Genoese sailor, given some education by his father, a wool-comber, he believed the world was round and the ocean small "because the world was made for man." It is now 422 years since he landed in the Western world. But he died in the belief that it was a part of Asia. That is the reason he neglected to call it after himself. Leif, the son of Eric the Red, discovered New England in the year 1000 but he preferred Greenland.

* * *

"In answer to your inquiry concerning Mr. B—, employed in this office, can say that he is honest, faithful and certainly has staying articles. He commenced with us at the bottom of the ladder about twenty years ago and he's, deservedly, right there yet."

A table of business failures in Dun's Review of last January, during thirty-eight years, aggregate the enormous sum of nearly six and a quarter billion dollars, with a probable loss to creditors of about five billion dollars.

Bradstreet's says that in 1913 failures reached nearly \$300,000,000, with a loss to creditors of about \$200,000,000. Such figures make an insurance man think of the fire loss figures of this country.

Wife. "Wake up, John. Get up, I hear a burglar in the house."

Husband. "Well, let him burglar. It seems to me that ever since I insured my life you keep pushing me into danger."

"It was a great game our hostess put up at her women's guessing luncheon. She was to spring a question and the first one

answering correctly would receive a prize. The question was, 'Name the most famous fisherman,' and I quickly answered, 'Sir Isaac Newton' and won."

The politeness of a request to tender your resignation does not render the tender any less tough.—Glens Falls Now and Then.

* * *

B. P. McNair, of Great Falls, Montana, who has been acting for the company as agent — supervising such business as we transact in his state — visited the East recently for the combined purposes of business and pleasure, and to place his son, Chester, in the Hill school at Pottstown, Penn.

Mr. McNair, while visiting the home office, signed a contract for the company as its general agent for the state of Montana.

He tells an amusing experience of how he almost got in jail in New York. At the foot of a stairway leading to an elevated railway station, he noticed a woman—he refused to say whether young or handsome with a suitcase several sizes too large for her ability as a porter. Mr. McNair seized the suitcase, with the remark "Let me help you." The reply was a stifled shriek, a paling face and a tug of war with the satchel in lieu of a rope. As soon as Mr. McNair could recover from his surprise, he relinquished his hold, touched his hat and said, "I beg your pardon, Madam, I come from west of the Rocky Mountains where an act of courtesy is not looked upon with suspicion." "Oh!" she replied, "excuse me, now I understand and thank you." The suitcase was surrendered to him and he deposited it safely at the head of the stairs.—Fidelity & Casualty Bulletin.

* * *

Insurance men in Illinois supported the successful candidate for the United States senate. In public life Senator Sherman has always been friendly to insurance rights. By the way, in most states of the Union insurance men hold the balance of power.

* * *


From another source we get the statement that the average dividend to creditors from bankrupts is about thirty percent and that about sixteen percent goes to lawyers!

From

Pacific Fire Manual

A Book of Instructions. For Local Agents.

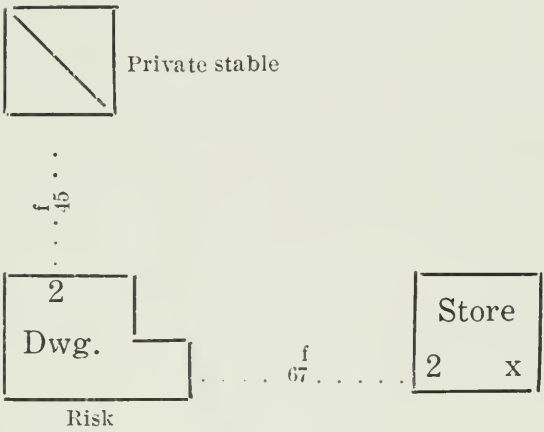
Cloth Bound. Price \$1.50.

 TAKE NOTE. — Examples in this Manual are merely illustrations, and are not intended to fit all the rate books in different localities.

3rd Example

(Rule per page 35 Book of Rates.)

DWELLING, with two exposures.



Basis, Dwelling	60c
1 exposure, Private Stable 45 feet	25c
1 exposure, D Class Store 67 feet	25c
<hr/>	
Annual Rate	\$1 10
2 20 for 3 years.	
Add for deficiencies and privileges, per page 34 Book of Rates.	

FIRE**NIAGARA FIRE Insurance Company**

Assets, - \$6,916,921.00 Surplus to Policyholders, - \$3,503,411.00

DETROIT FIRE & MARINE Insurance Company

Assets, - \$2,278,039.00 Surplus to Policyholders, - \$1,574,706.00

NIAGARA - DETROIT UNDERWRITERS

Assets, - \$10,742,403.00 Surplus to Policyholders, - \$5,862,302.00

EDWIN PARRISH, Manager*Pacific Coast Department 334 Pine St., - San Francisco***AUTOMOBILE**

Grass Valley, Cal., Dec. 12.—Taylor's foundry and garage burned tonight. Three automobiles destroyed. A boy dropped a lighted candle on floor near gasoline tank in garage.

Good TerritoryOPEN TO
RIGHT MEN

—those who know how and can produce applications and settle policies
—always ready to negotiate with men of experience, energy and enthusiasm.

UNION MUTUAL LIFE Insurance Company

PORTLAND, MAINE.

ARTHUR L. BATES, PresidentAddress **ALBERT E. AWDE, Supt. of Agencies**
7 W. Madison St., Chicago, Ill.**GEO. ELLIOTT HUNT, Manager**
Shreve Bldg., San Francisco**T. H. McAllis, Manager, Sherlock Bldg.,**
Portland, Ore.**P. B. Duren, Manager, Boston Block, Seattle,**
Wash.**The Western States Agency Co., Manager,**
225 Foster Building, Denver, Col.**J. E. Evans, Manager, Vancouver, B. C.****GERMANIA****FIRE INSURANCE COMPANY,****NEW YORK.**

ORGANIZED 1859.

Statement, January 1, 1914.

Cash Capital, - - -	\$1,000,000 00
Assets, - - - - -	7,260,197 27
Net Surplus, - - -	2,596,266 99
Surplus for Policyholders	3,596,266 99

HEAD OFFICE**Cor. William and Cedar Sts.****BOOK OF FORMS**

This new Book of Forms is now under way. The Forms are those adapted to the Pacific Coast. The price will be \$1.50, or possibly less. Will be published by The Coast Review, San Francisco.

ONE HUNDRED AND FOUR YEARS OLD

North British & Mercantile

Insurance Company Of London and Edinburgh

Pacific Department of the United States Branch, 76 William St., New York City

ASSETS OF THE UNITED STATES BRANCH \$9,139,794.00
(which are but a small part of total fire assets of the Co.)

E. G. RICHARDS, Manager
W. S. BERDAN, Deputy Asst. Manager
GEORGE M. WARD, Resident Sec'y Local Dept.
234 Pine Street, San Francisco, California.

FIELD REPRESENTATIVES:

E. J. Young, 201 American Bank Bldg., Seattle; P. W. Gedney, 504 Empire State Bldg., Spokane, Wash.;
E. C. Willey, 1645 Tremont St., Denver, Colo.; C. Harris, 515 Title Ins. Bldg., Los Angeles; H. E. Smith,
224 Henry Bldg., Portland, Or.; G. W. Dearborn, F. J. Schoeneman, C. F. Milliman, San Francisco.

AGENTS WANTED

Every Company that advertises wants Permanent Agents. Have you any business? Are you about to change companies? Are you newly engaged in Insurance? Do you intend to go into the business?

THEN

Hustle! Get busy! Write to our Advertisers. Don't be verbose nor uncertain. Don't write from Los Angeles or Portland or Seattle and ask some big company, Are you represented here? Of course the company is represented there. Probably it is represented everywhere. But it may be contemplating a change, or its present agent may be flirting with the special of another company.

It Will Do No Harm

to get on the waiting list. It is legitimate for you to write modestly, "Consider me an applicant if you want another agent here." "I control \$—— in premiums." "My business is chiefly ——." "I want a company, and if you are unrepresented in this town or contemplate a change of representation let me submit particulars to you."

If you can write some life or accident business on the side or exclusively, the live companies which advertise are

Looking For You

They will give you the glad hand and the warm eye They will pay you a handsome commission, too.

Scottish Union and National

Insurance Company
Of Great Britain.

Organized 1824,

North American Branch:

Hartford, Conn.

JAMES H. BREWSTER
MANAGER.

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.
JOHN M. HOPKINS, State Agent,
JOHN L. REAMS, Special Agent,
706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,
H. C. EDMUNDSON, Realty Building,
Spokane, Wash.,
Montana and Idaho
H. W. FORES, San Francisco, Cal.,
General Agent, California, Nevada, Arizona.

SAN FRANCISCO OFFICE:
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Only street cars will use the tunnel. Unlucky tax-payers will pay for it. The tunnel will open up much desirable dwelling property which will be brought within 30 minutes of the business district.

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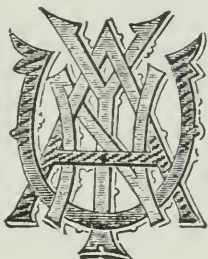
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Cash Assets January 1, 1914,	- - -	\$26,525,973.85
Net Surplus January 1, 1914,	- - -	8,048,522.13
Surplus to Policyholders January 1, 1914,	-	10,048,522.13
Losses Paid, Over	- - -	167,060,500.00

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(INCORPORATED 1833)

(FIRE)

United States Assets	\$1,889,181.35
Liabilities in United States	1,161,272.95

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The third shipment of exhibits for the display of the United States Steel Corporation has arrived on the grounds of the Panama-Pacific International Exposition. The two carloads just received are being installed in the Palace of Mines and Metallurgy.

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OF TORONTO (INCORPORATED 1851)

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Liabilities in United States

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(LIMITED)

OF HONGKONG, CHINA

Capital paid up (Gold)	- - -	\$ 250,000 00
Cash Assets (Gold)	- - -	2,267,816 75
Net Surplus over Capital (Gold)		1,554,193 31
Bonds on deposit in the U. S.	-	225,000 00

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General Agents, - - San Francisco, Cal.
Royal Insurance Building



A space 19 feet by 59 feet, a full quarter of a block, has been secured by the commission in charge of the World's Insurance Congress Events in the Mines and Metallurgy Palace, for the installation of an insurance exhibit. This will also be used as one place for the registration of visiting underwriters, as it is surrounded by the main insurance exhibits at the Exposition, namely those of the Prudential, Metropolitan, Aetna, Russia, Workmen's Compensation Bureau, Hartford Fire, etc.

Officials of the Panama-Pacific International Exposition have been notified that two famous ships of the United States Navy will remain at the Exposition during the nine and a half months that it is open. The Oregon, "the bull dog of the navy" and the Olympia, Admiral Dewey's flag ship at the battle of Manila Bay, will be moored in the Exposition's slip. As far as possible the Oregon and Olympia will be manned by the crews of 1898. In addition to these the government will have a ship of every type in the navy kept at the exposition, and included in this list will be the hospital ship Solace, the most perfectly equipped ship of the kind in the world.

Parts of the great pipe organ and echo organ for the Panama-Pacific International Exposition have arrived

on the Exposition grounds. Five freight cars were required to carry the first shipment of these organs that will be placed in Festival Hall. After the close of the Exposition the organs will be presented to the city of San Francisco for the Exposition Memorial Auditorium. Included in the shipment are two twenty horse power motor blowers.

The attendance on the grounds of the Panama-Pacific International Exposition on Sunday, November 7, was many times the pre-exposition record of any other similar enterprise. The attendance was 37,109 and the previous record for this exposition was 31,000 on October 11.

The Panama-Pacific International Exposition has just been informed that the United States government will show the operation of submarines in war times as a part of the government exhibit at the 1915 exposition. Boats of various types will be operated for the instruction and entertainment of exposition visitors. All the manoeuvres may be watched from the exposition sea wall. The first period of these exhibitions will be from the opening day, February 20, to March 10. The second period will be from June 25 to July 10.

It is a remarkable fact that the before-opening visitors' record at the San Francisco world's fair is the largest of all the world's fairs.

The Panama-Pacific Exposition at San Francisco will open on February 20, as promised. But some of the state and foreign buildings may be incomplete.

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UNDIVIDED PROFITS	2,319,300 00

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Of New Haven

Incorporated 1841

SURPLUS TO POLICYHOLDERS	\$3,889,296 00
UNDIVIDED PROFITS	802,506 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS TO POLICYHOLDERS	\$1,893,309 00
UNDIVIDED PROFITS	432,560 00

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THE COAST REVIEW

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DECEMBER

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Argentina will not trust her exhibits for the Panama - Pacific International Exposition to be sent in foreign ships after the experience of a few weeks ago and has utilized one of the government transports for the purpose. Late in October a shipment of 63 cases of exhibits was sent on the English boat Vandyke but on the way the ship met the German cruiser Karlsruhe and after some parleying was sent to the bottom. Argentina immediately chartered the government transport Palimmo and loaded it to the extreme draft with the bulk of Argentina's exhibits.

Where are Jones and Brown and Robinson?

Asinof, Dinitz, Frankel, Hershkopf, Jarmulowski, Kaczer, Kotlowitz, Kuroptkin, Neef, Noud, Paterno, Rosenblatt, Salvo, and Silberstein. We could safely offer a year's subscription to the Docket to the first person who correctly stated the place where we found this collection of names. They are not taken from the Minneapolis directory, nor from the passenger list of an immigrant ship. They are neither the names of Russian generals nor Bulgarian battleships. A recent number of the New York Supplement Advance Sheets contained twenty-seven reported cases in the New York Supreme Court, and these names are taken from the list of parties to those actions. There isn't a Brown, a Jones,

or a Robinson in that list of parties, and only one Van Tassel. Is race suicide getting in its deadly work among the New York Yankees and Dutch, or have they learned that it is wiser to arbitrate their disagreements and leave litigation to more recent comers? That something has happened becomes more apparent when we contrast this list of names with an equal number taken from the first volume of reports of cases in the New York Court of Appeals. This volume was published sixty-five years ago (1849), and among the persons who at that time were telling their troubles to the court we note the names of Adams, Brown, Butler, Coon, Crandall, Davis, French, Harris, Hill, Jones, Van Derhayden, Van Dewater, Van Hoesen, and Van Leuven. There isn't an "itz," an "otkin," or an "owski" in the list. Have these "oldest inhabitants" no descendants, have they all gone West, are they all candidates for the Carnegie peace medal, or is there some other reason for this racial change in the character of New York litigants? —Docket.

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1863

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1914

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